11/8/82 U7475-2 A

SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

OCTOBER 1982

MONITORING
ECONOMIC CHANGE
PROGRAM

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

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TABLES AND CHARTS

OCTOBER 1982

The October 1982 survey is the 169th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

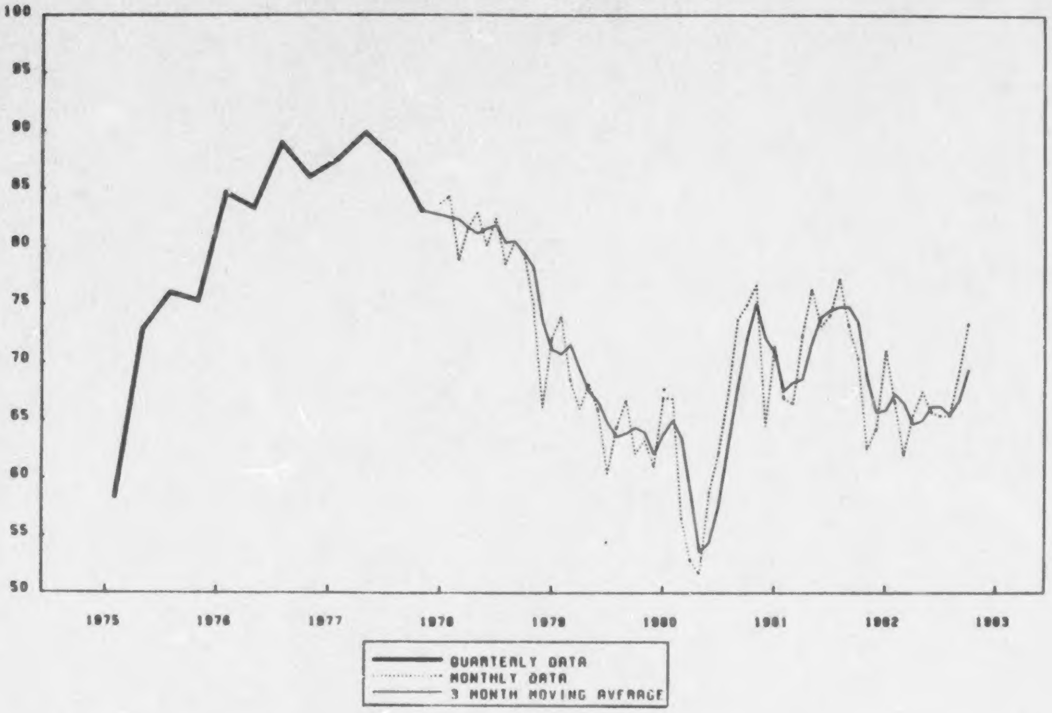


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

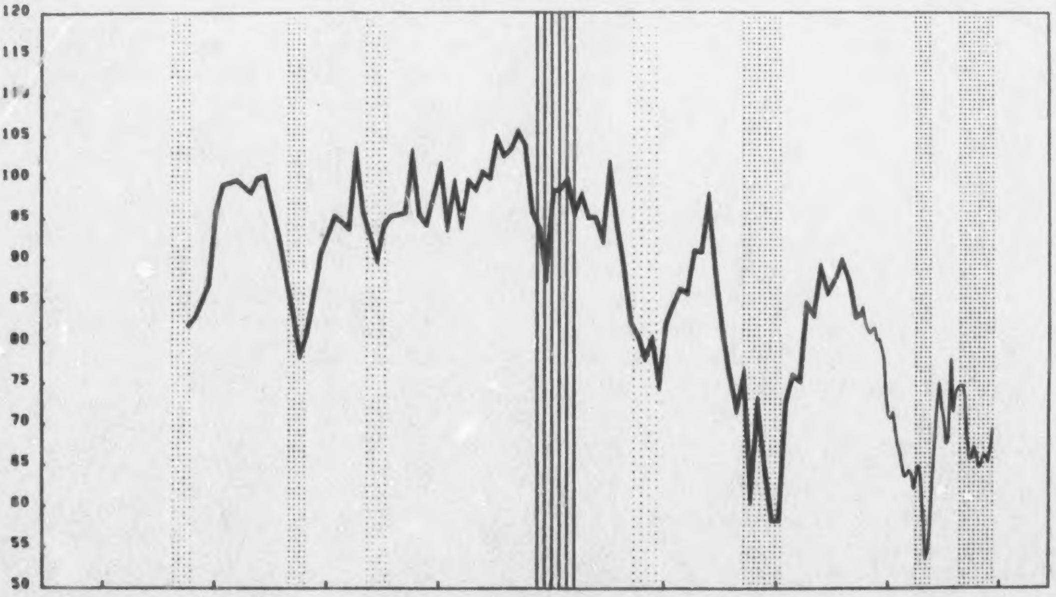


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
October 1979	62.1	65.6	65.5
November 1979	63.3	68.3	69.9
December 1979	61.0	66.2	73.2
January 1980	67.0	70.8	70.9
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

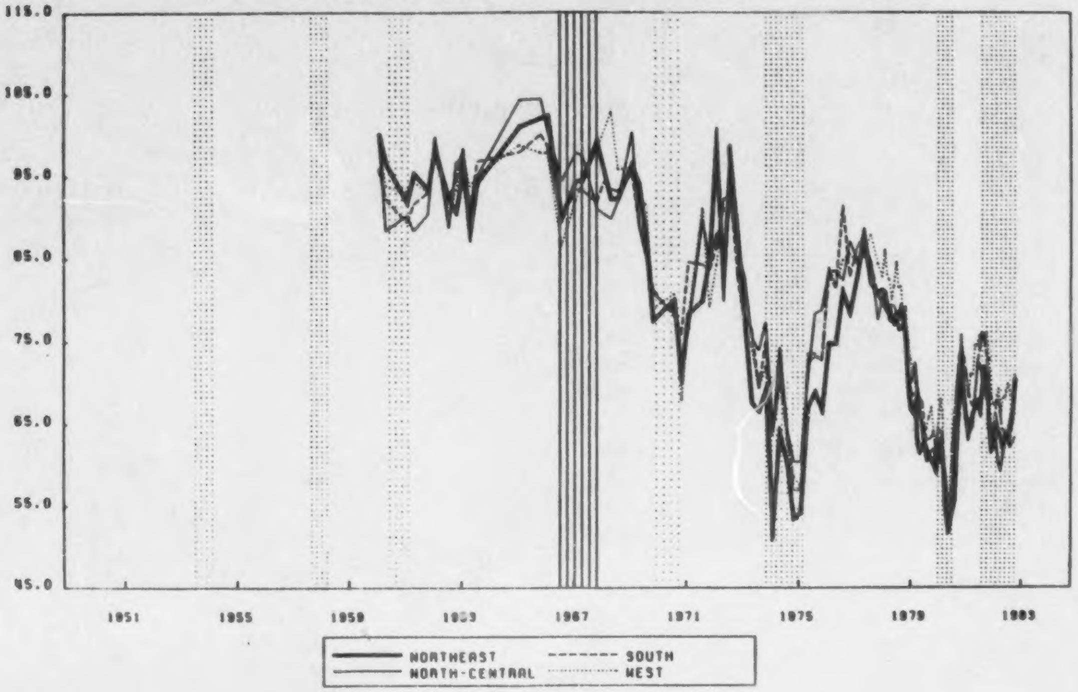


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

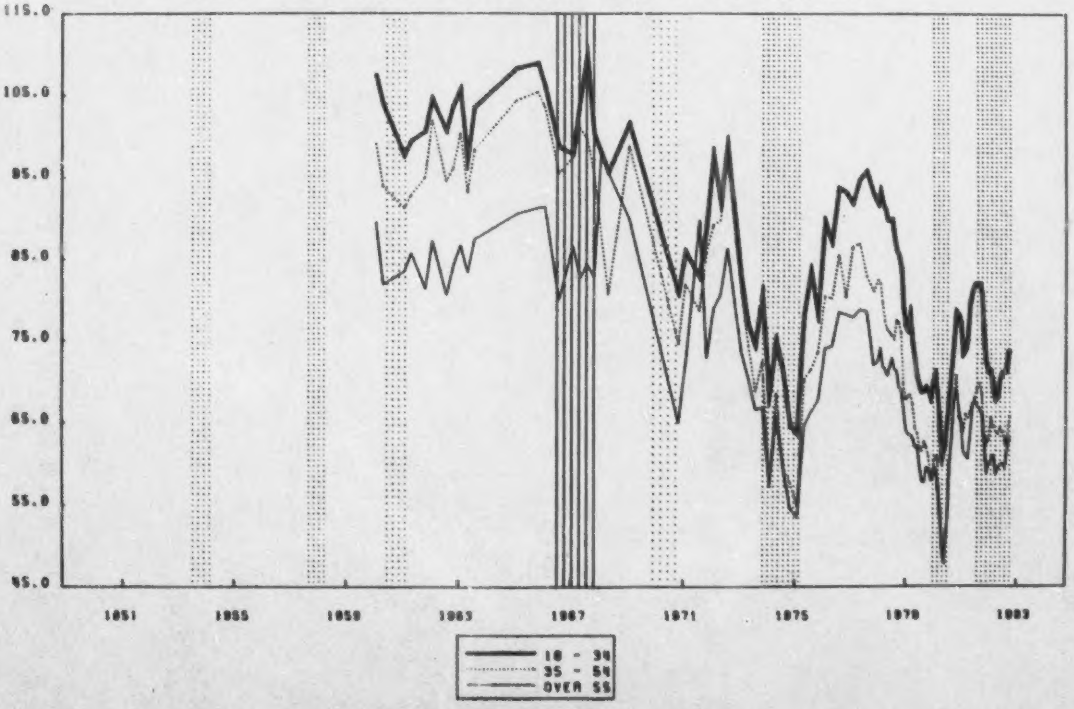


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
October 1979	59.5	60.4	64.0	63.5	69.5	58.3	60.1
November 1979	59.8	64.1	65.8	61.9	70.8	60.7	57.3
December 1979	61.7	59.5	59.7	64.6	68.1	57.1	59.3
January 1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February 1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March 1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April 1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May 1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

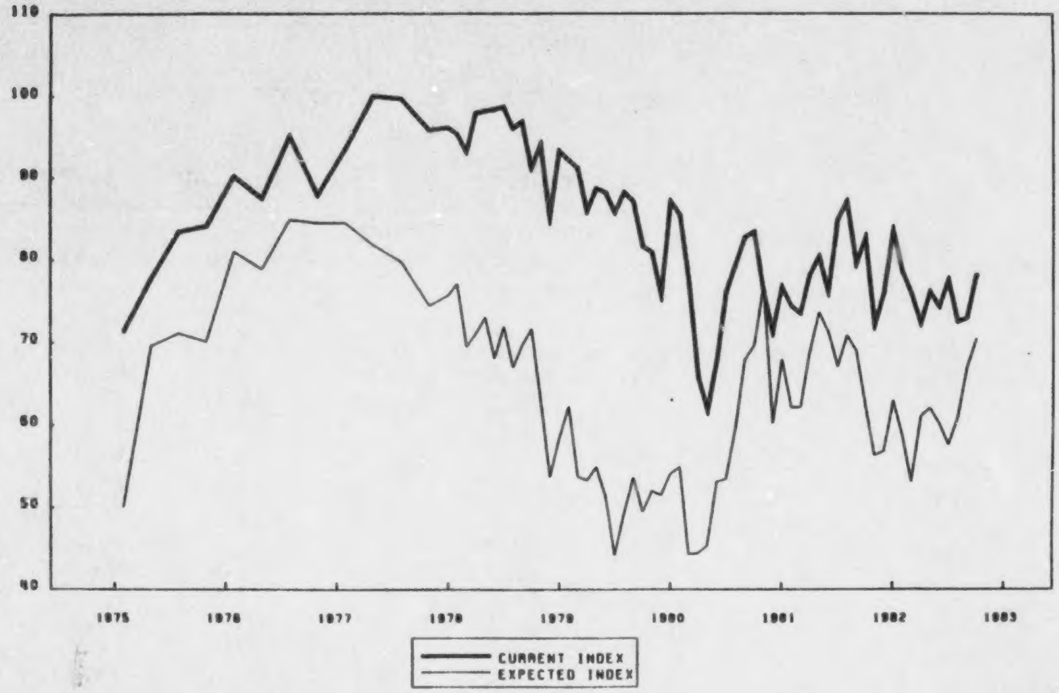


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

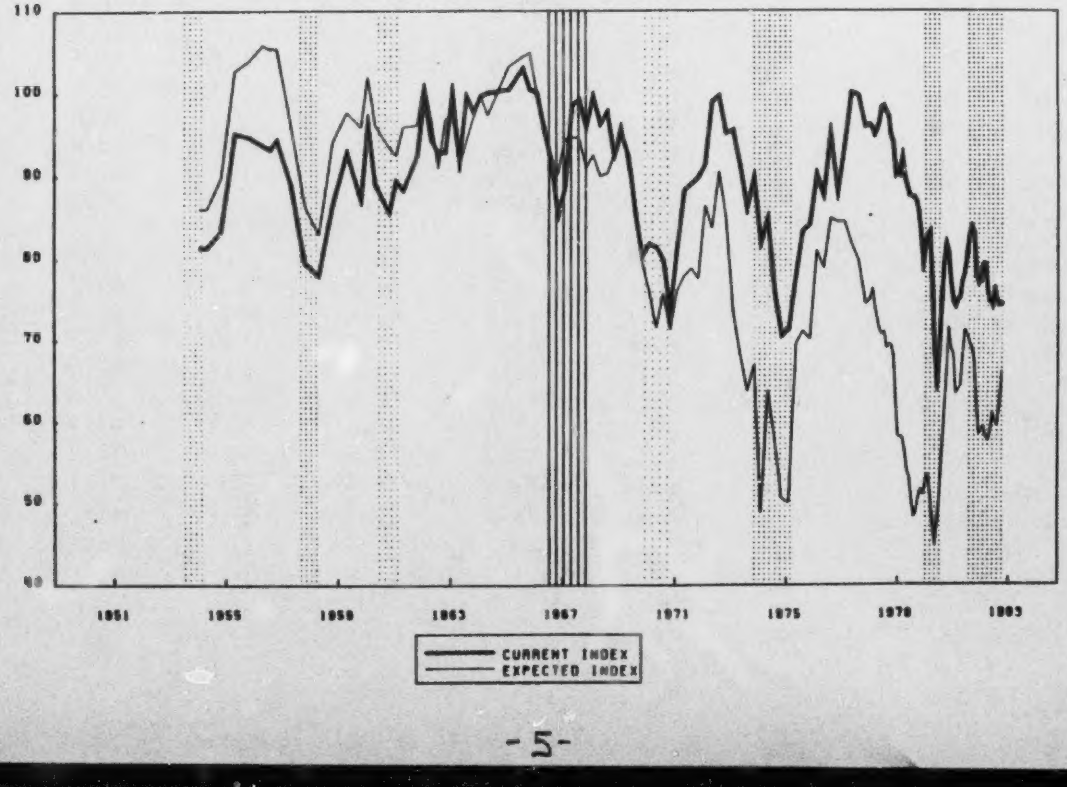


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
DATE OF SURVEY	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
October 1979	83	96	48	49	126	81.6	49.5
November 1979	86	97	52	54	120	80.9	52.0
December 1979	83	101	50	50	110	75.8	51.5
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES"

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

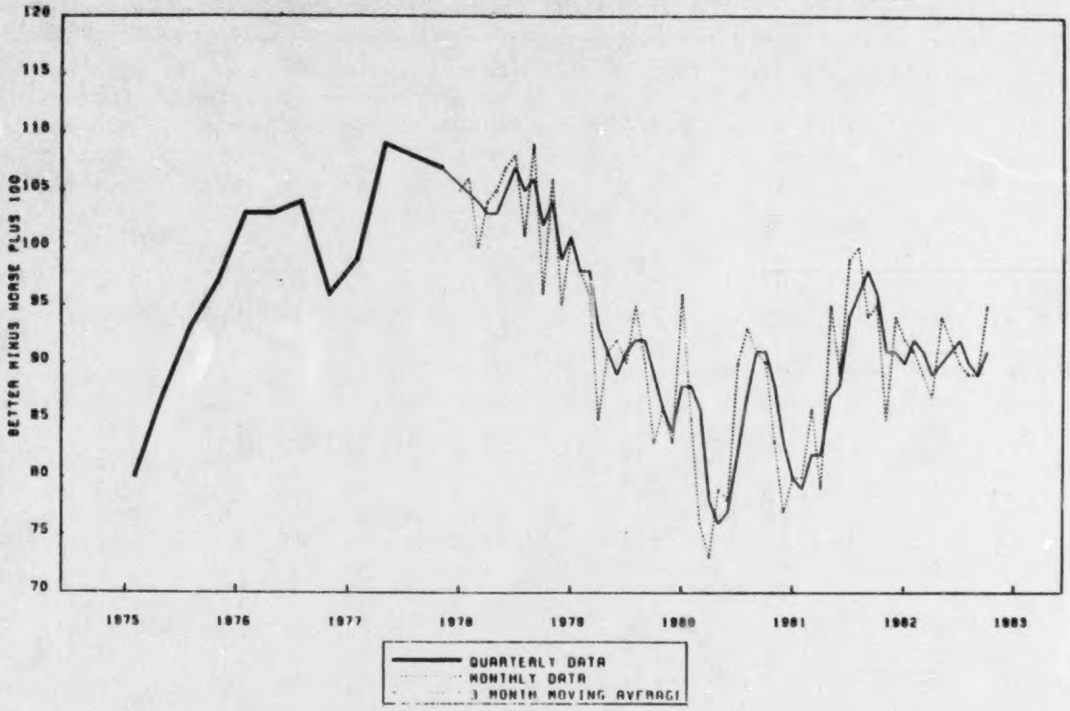


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

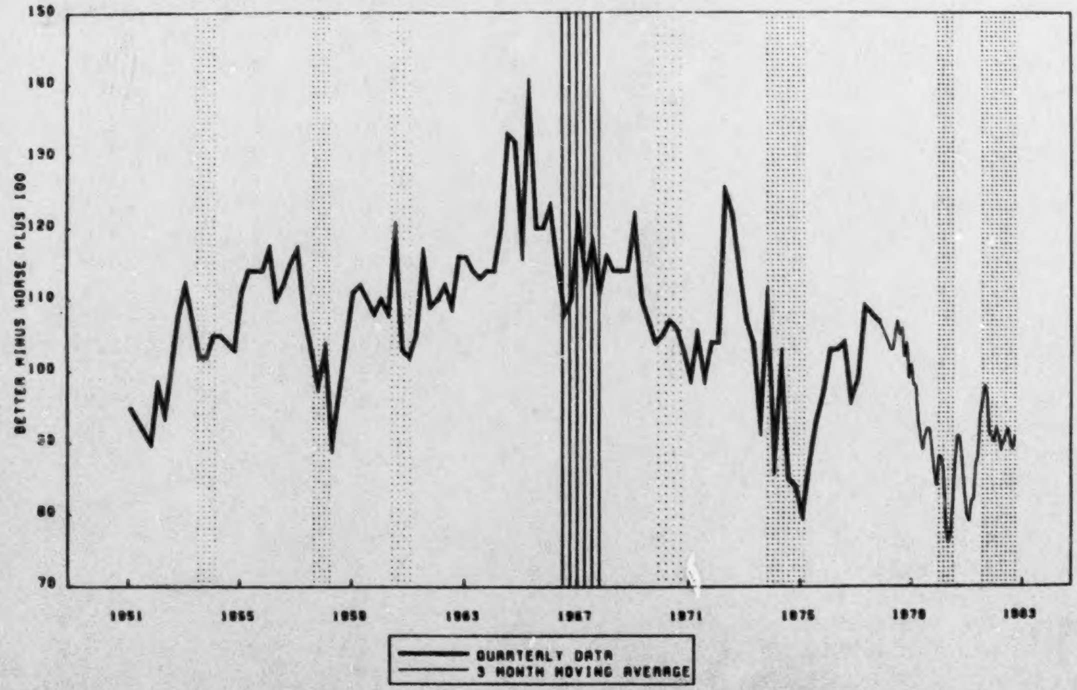


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
BETTER OFF	31%	29%	32%	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%
SAME	32	27	29	28	30	27	33	32	32	28	30	27	27
WORSE OFF	36	44	38	40	39	42	40	37	38	41	40	42	39
DK,NA	1	*	1	*	1	*	*	*	*	*	1	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	08	680	695	687

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

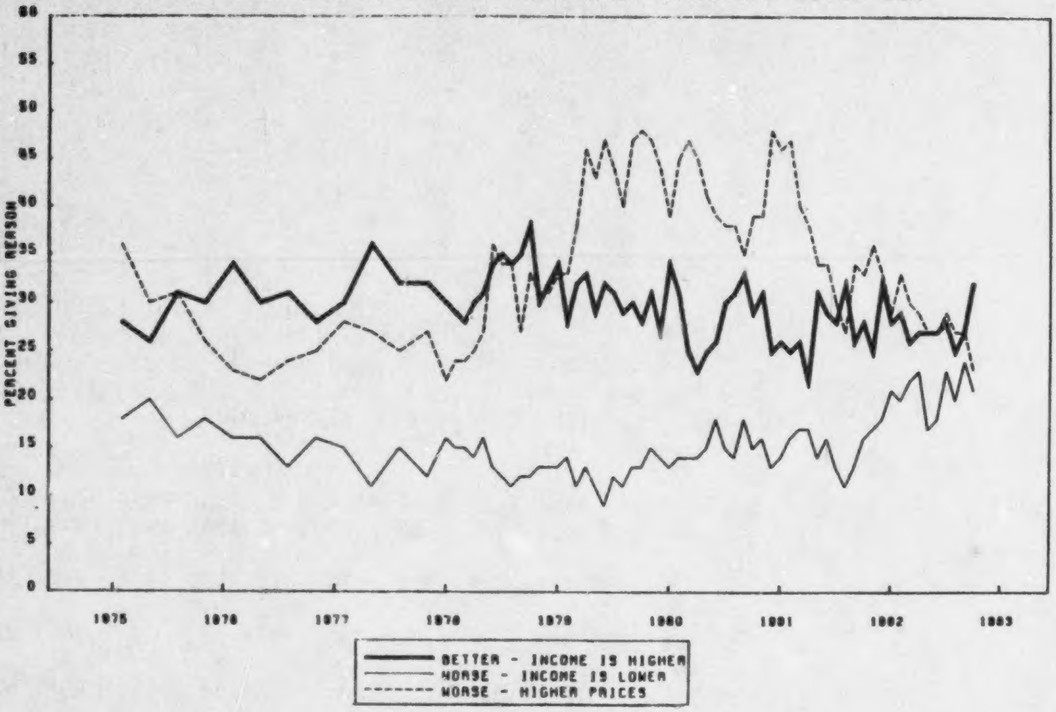


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

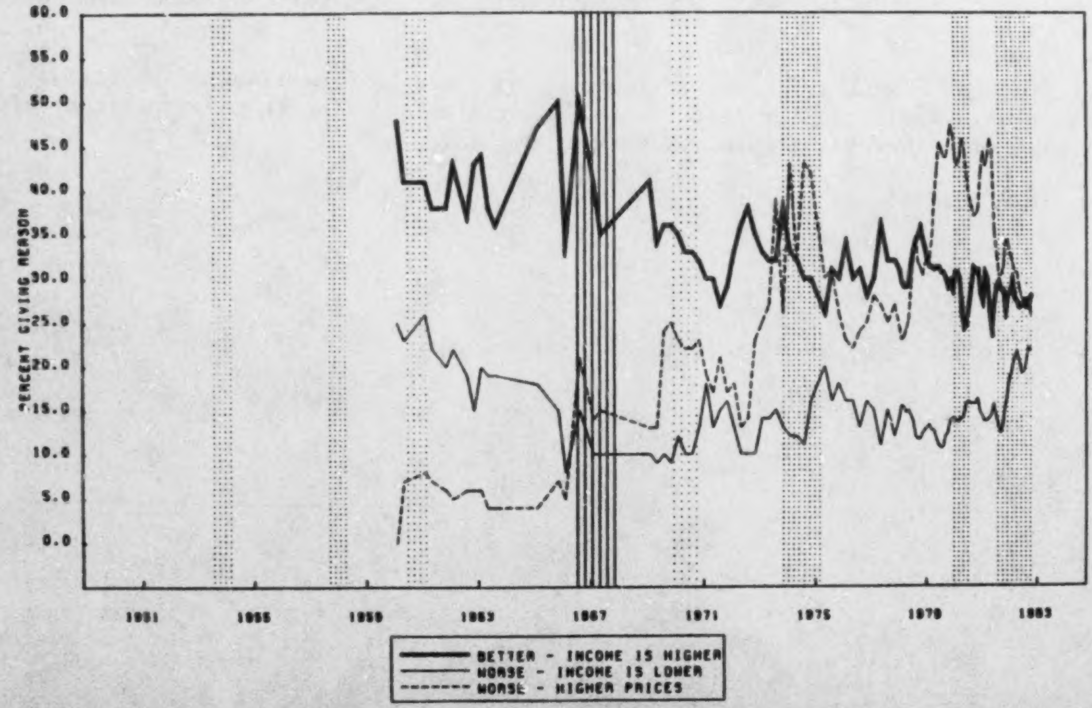


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
BETTER OFF THAN YEAR AGO:													
Income is higher	28%	25%	32%	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%
WORSE OFF THAN YEAR AGO:													
Income is lower	16	17	18	21	20	22	23	17	18	23	20	24	21
Higher prices	33	36	33	29	33	30	29	27	27	29	27	27	23

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

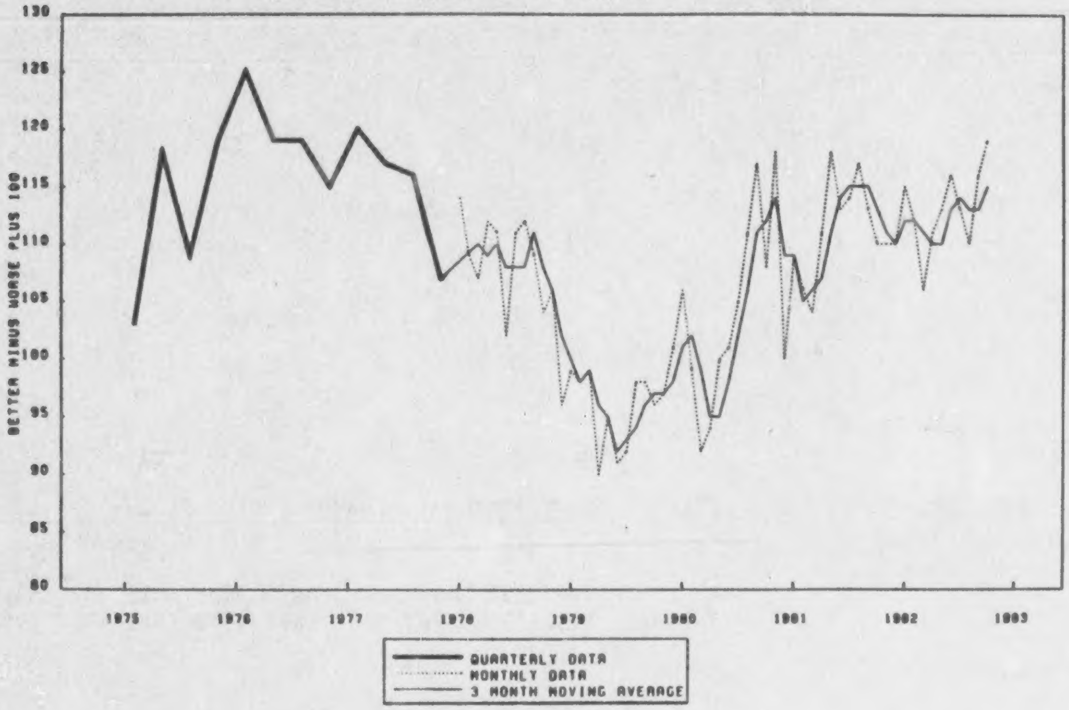


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

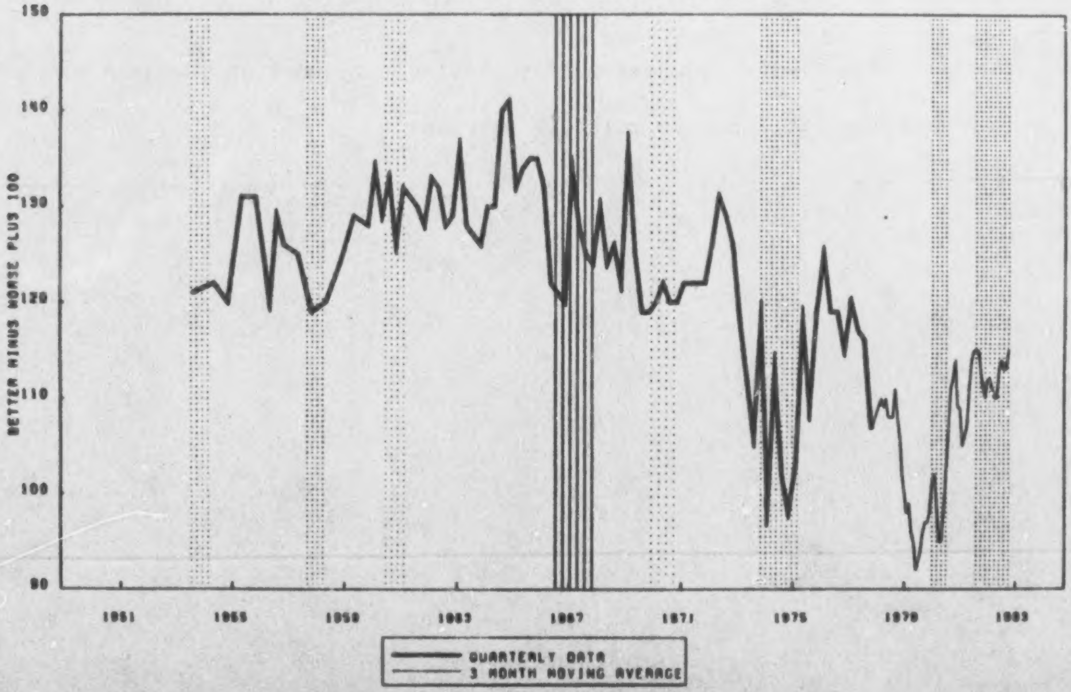


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
BETTER OFF	29%	30%	30%	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%
SAME	49	46	48	46	47	48	45	49	45	49	46	48	45
WORSE OFF	19	20	20	18	18	21	20	17	18	17	20	17	16
DK,NA	3	4	2	3	5	4	4	4	3	4	4	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

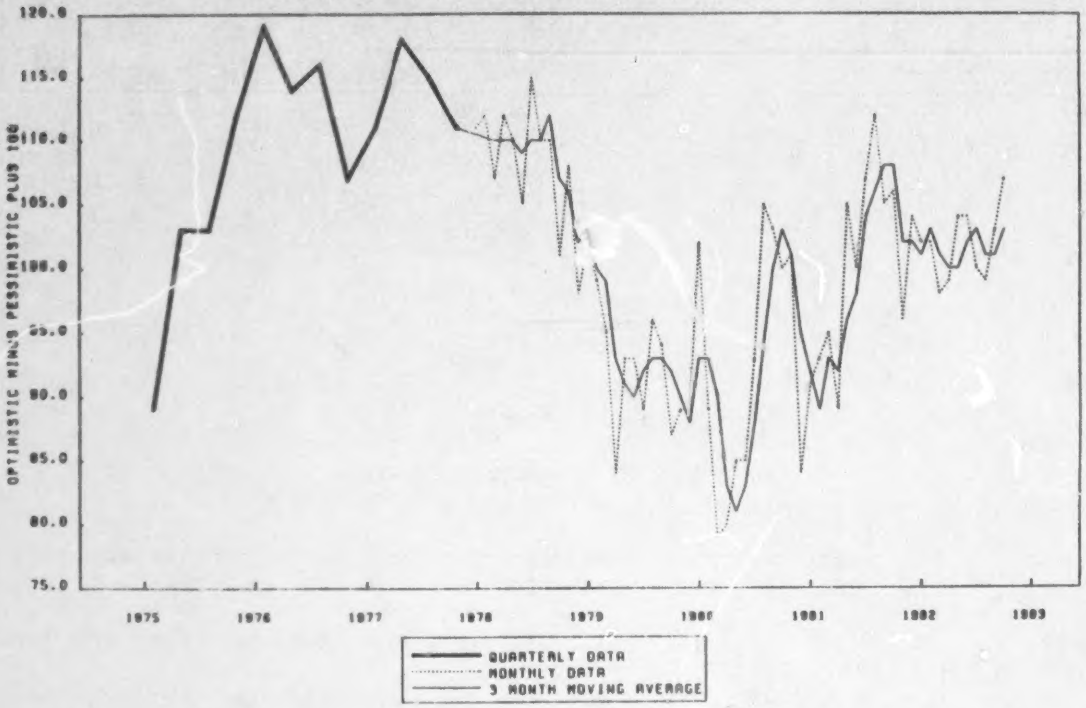


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

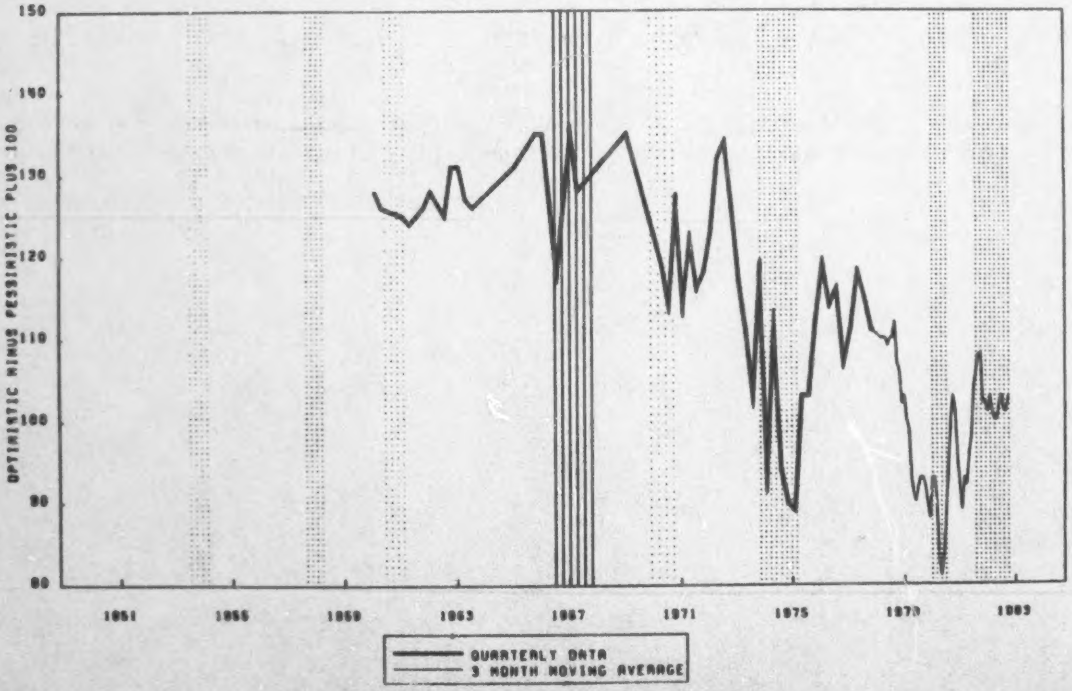


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	13%	13%	13%	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%
Intermittent increase (b)	21	19	25	21	19	22	20	23	22	19	18	21	20
Remain unchanged (c)	21	14	14	15	18	14	17	17	16	17	18	16	14
Intermittent decline (d)	15	23	22	23	20	22	21	22	23	23	21	22	21
Continuous decline (e)	13	13	12	11	12	13	12	11	9	11	13	11	10
Mixed change (f)	14	14	11	12	11	14	14	9	13	11	11	12	12
DK,NA	3	4	3	3	5	4	4	4	3	4	4	3	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

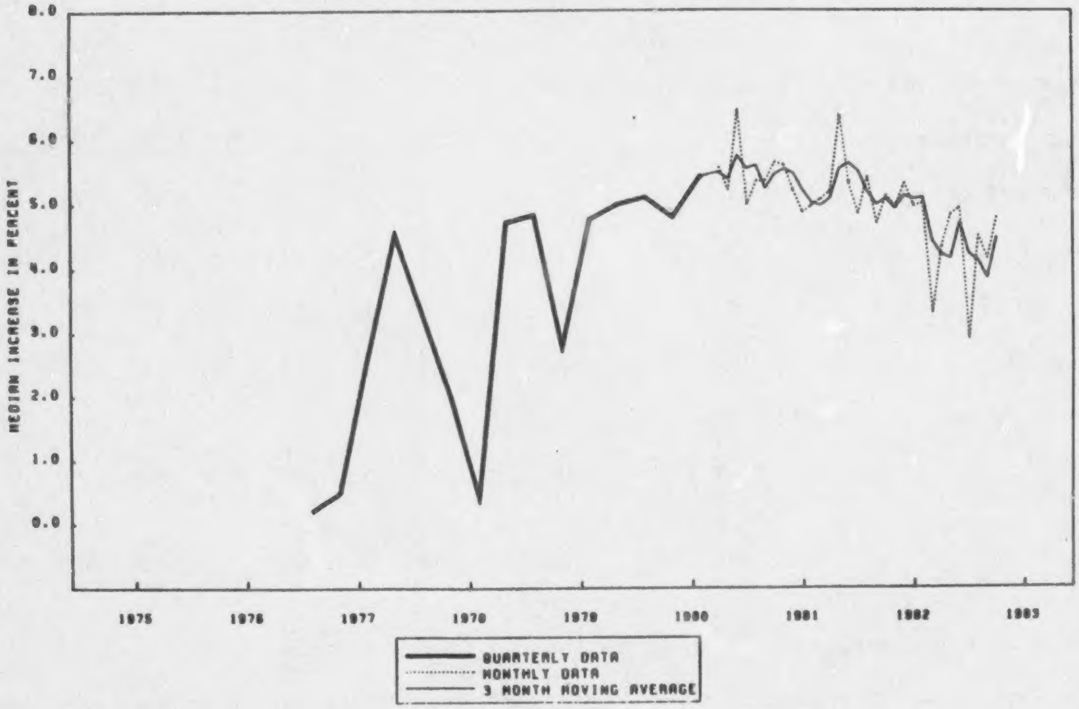


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
EXPECT INCREASE:													
1-4%	6%	5%	5%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%
5%	10	9	9	10	9	8	10	9	11	8	7	9	9
6-9%	13	8	10	11	12	9	8	11	13	10	12	9	11
10-24%	21	23	24	22	22	19	19	20	20	17	18	21	18
25% or more	6	8	8	7	6	7	7	8	7	6	7	7	8
DK how much up	6	4	6	4	6	6	6	7	4	6	5	4	7
EXPECT SAME	24	25	21	23	25	25	24	24	21	27	24	30	23
EXPECT DOWN	12	15	15	14	13	18	18	15	17	16	15	13	14
DK,NA	2	3	2	2	2	3	1	1	1	1	3	1	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

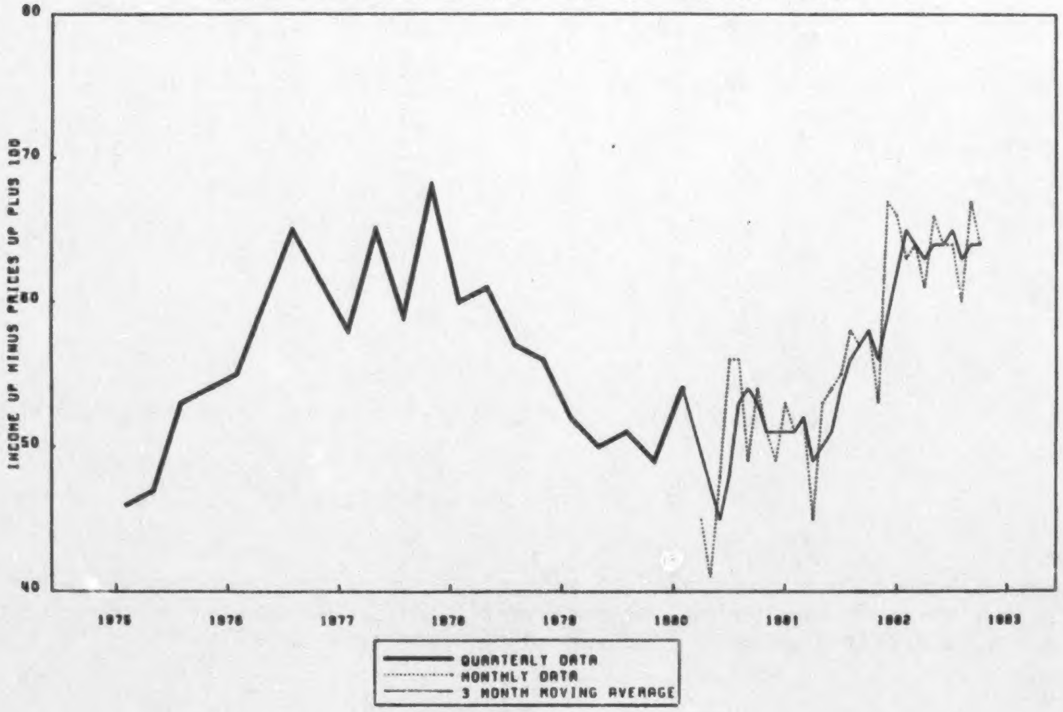


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
INCOME UP MORE	13%	12%	17%	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%
INCOME UP SAME	30	27	32	30	30	31	32	29	31	29	30	32	27
PRICES UP MORE	55	59	50	51	53	52	53	52	52	53	54	50	54
DK,NA	2	2	1	2	1	1	1	1	1	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

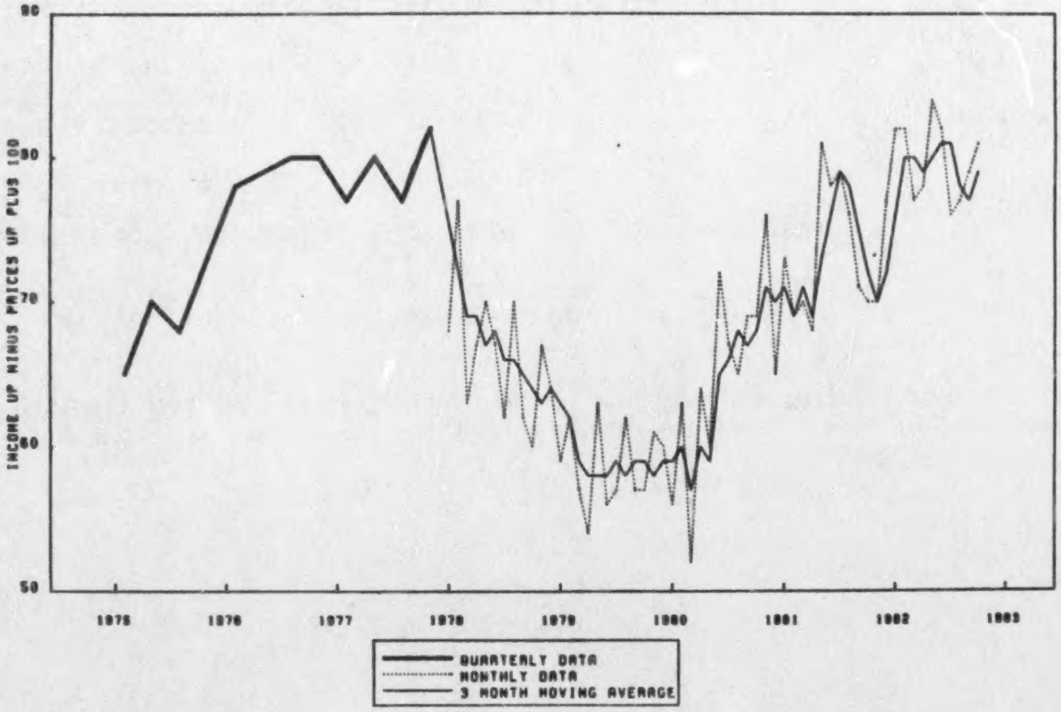


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
INCOME UP MORE	14%	13%	17%	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%
INCOME UP SAME	40	41	41	45	40	41	42	43	43	41	40	37	42
PRICES UP MORE	44	43	40	35	38	39	39	35	36	40	40	41	37
DK,NA	2	3	2	3	2	4	2	3	3	3	3	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

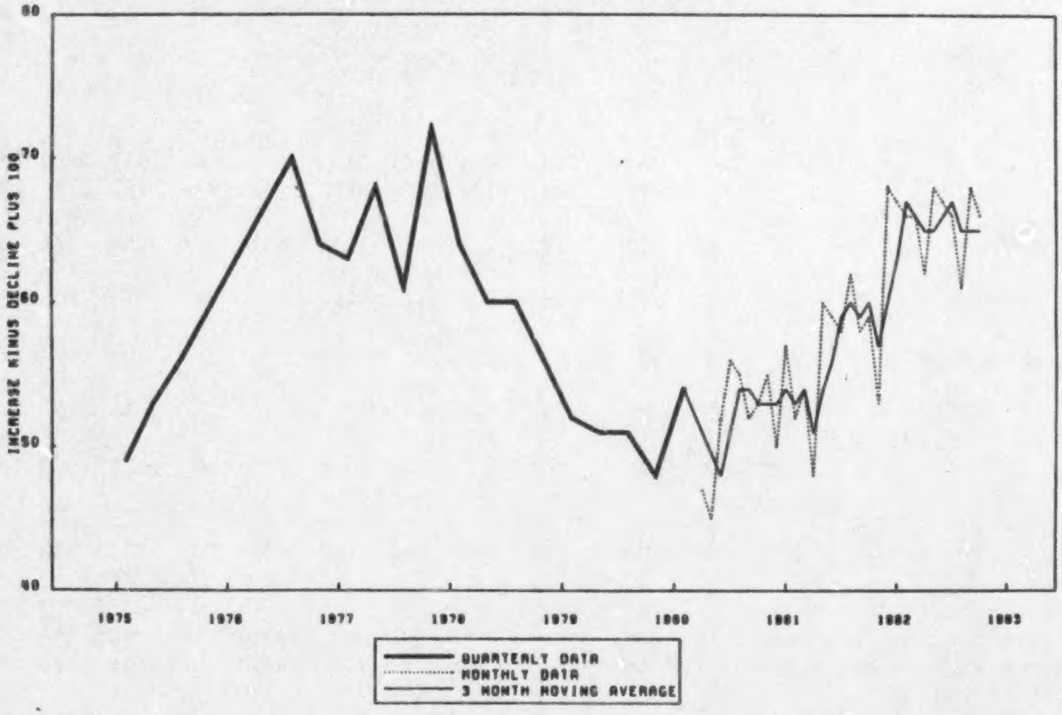


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
REAL INCOME PROGRESS:													
Continuous increase (a)	5%	5%	8%	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%
Intermittent increase (b)	10	8	12	11	9	10	9	8	11	11	8	12	10
Remain unchanged (c)	18	17	19	19	20	20	19	20	19	19	19	18	17
Intermittent decline (d)	21	26	22	25	22	21	25	24	24	21	23	21	23
Continuous decline (e)	35	34	30	28	30	30	30	26	28	32	32	32	30
Mixed change (f)	8	6	6	5	8	8	6	9	7	5	6	5	8
DK,NA	3	4	3	3	2	4	3	3	3	4	4	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

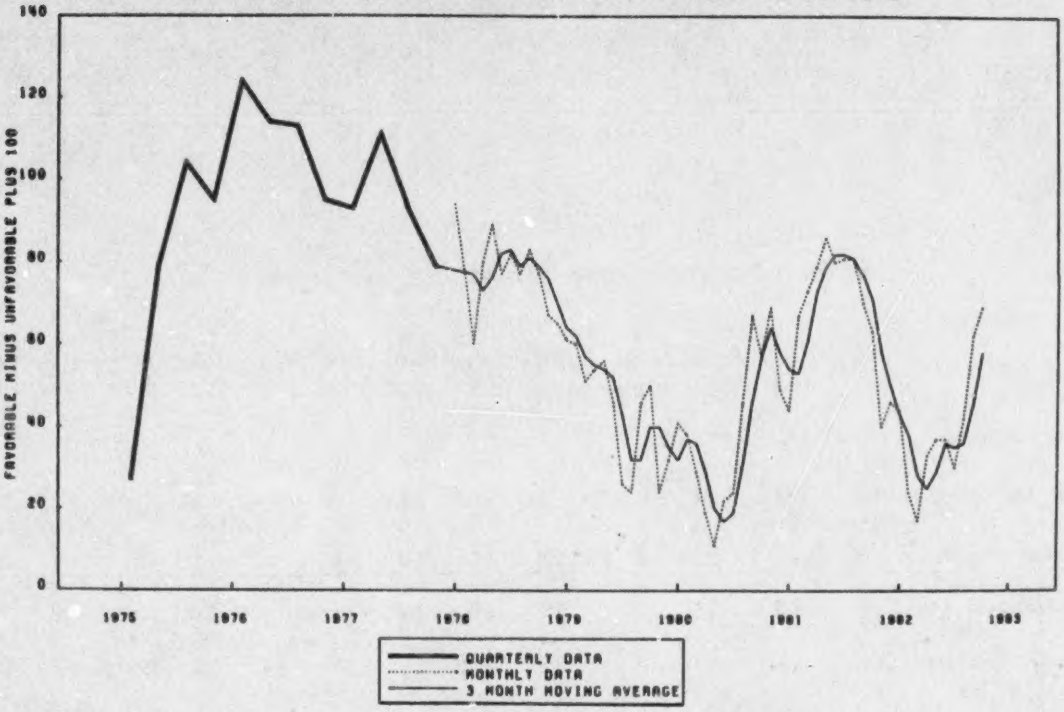


CHART 12 - HISTORICAL SERIES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

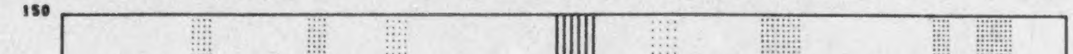


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
FAVORABLE NEWS	22%	14%	23%	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%
UNFAVORABLE NEWS	59	74	77	79	96	101	90	86	87	90	86	78	70
NO MENTIONS	45	43	37	33	29	26	29	31	31	31	26	26	29

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

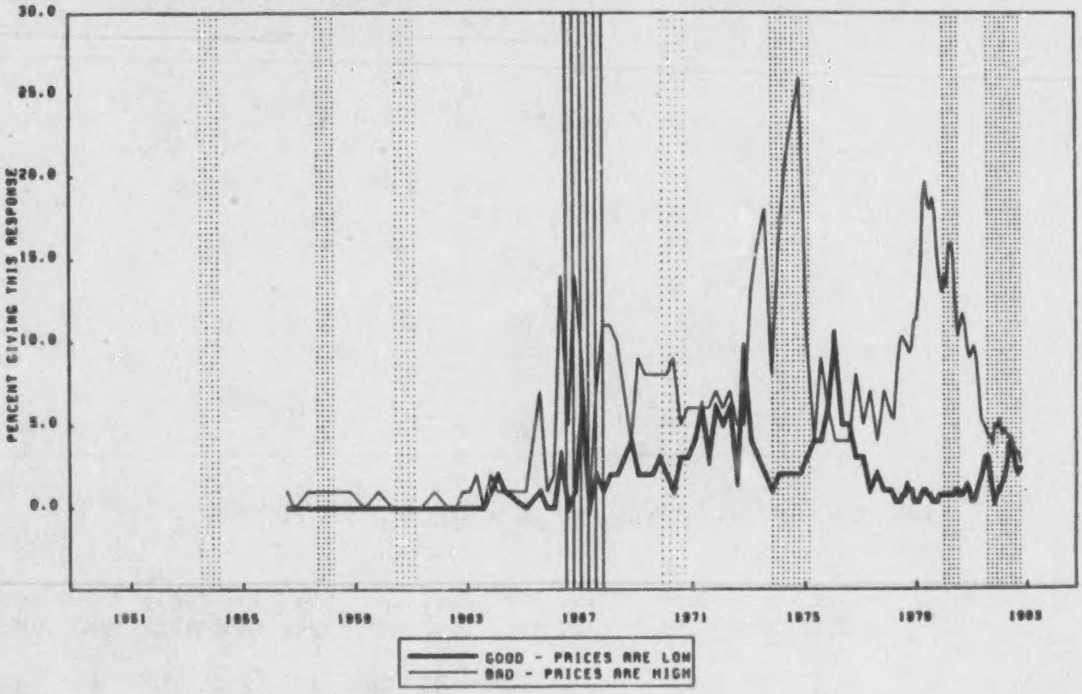


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

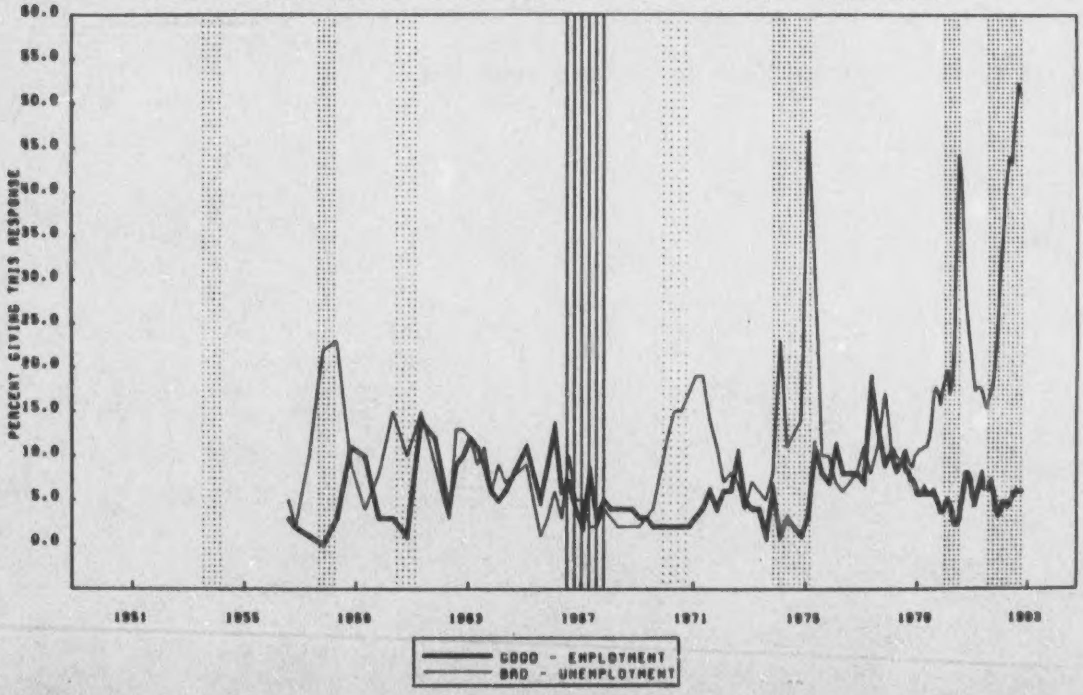


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
FAVORABLE NEWS:													
Government; elections	5%	3%	4%	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%
Employment	4	2	4	5	5	4	4	6	6	5	7	6	5
Consumer demand high	1	1	1	1	*	*	2	2	3	2	3	1	2
Prices are low	1	*	1	2	1	2	4	5	3	2	2	2	3
Credit is easy	3	4	10	6	5	3	5	3	2	3	9	17	17
UNFAVORABLE NEWS:													
Government; elections	5	3	4	5	6	7	5	4	4	4	4	4	3
Unemployment	20	28	32	35	40	46	41	45	44	52	53	52	48
Consumer demand low	6	10	11	11	14	12	11	8	9	8	6	5	5
Prices are high	3	7	4	5	4	5	4	4	4	3	3	4	1
Credit is tight	10	11	8	6	8	10	10	6	8	9	6	3	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

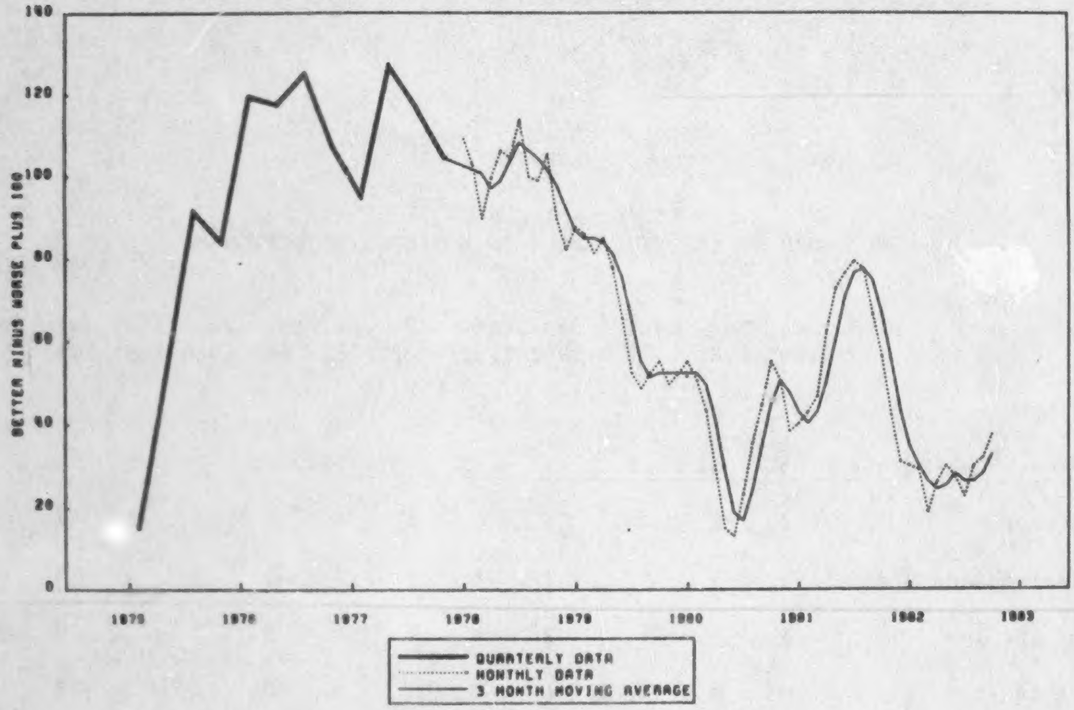


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

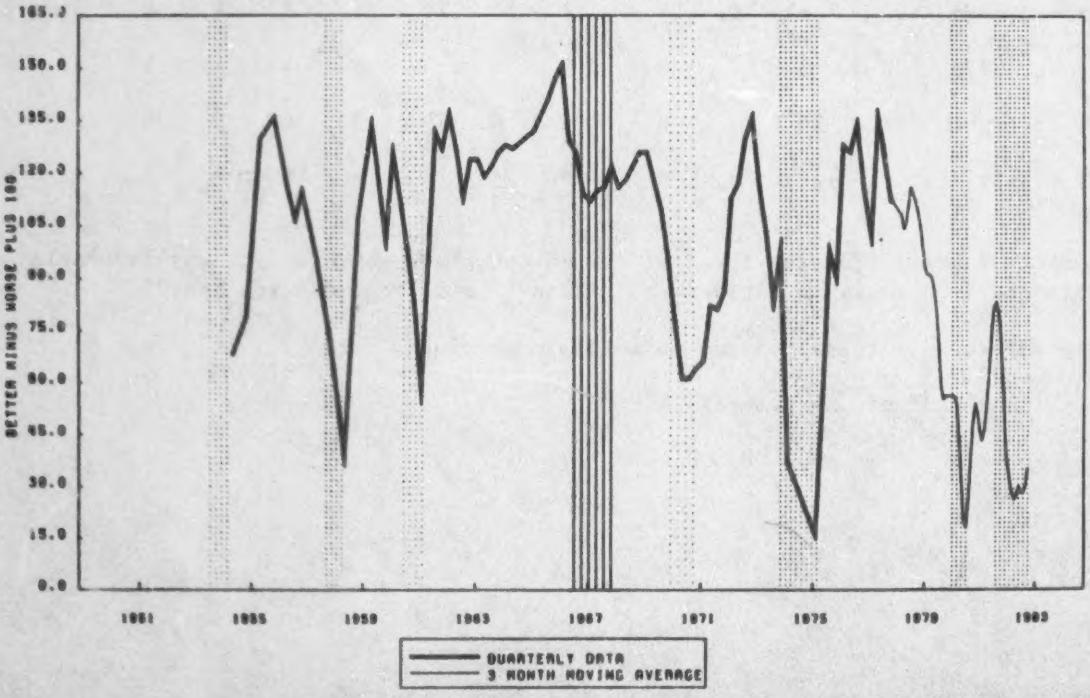


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
BETTER NOW	23%	15%	13%	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%
SAME	12	12	6	8	8	5	9	6	6	8	6	8	9
WORSE NOW	63	70	80	79	80	87	81	80	82	83	80	79	75
DK,NA	2	3	1	2	1	1	1	2	1	2	2	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

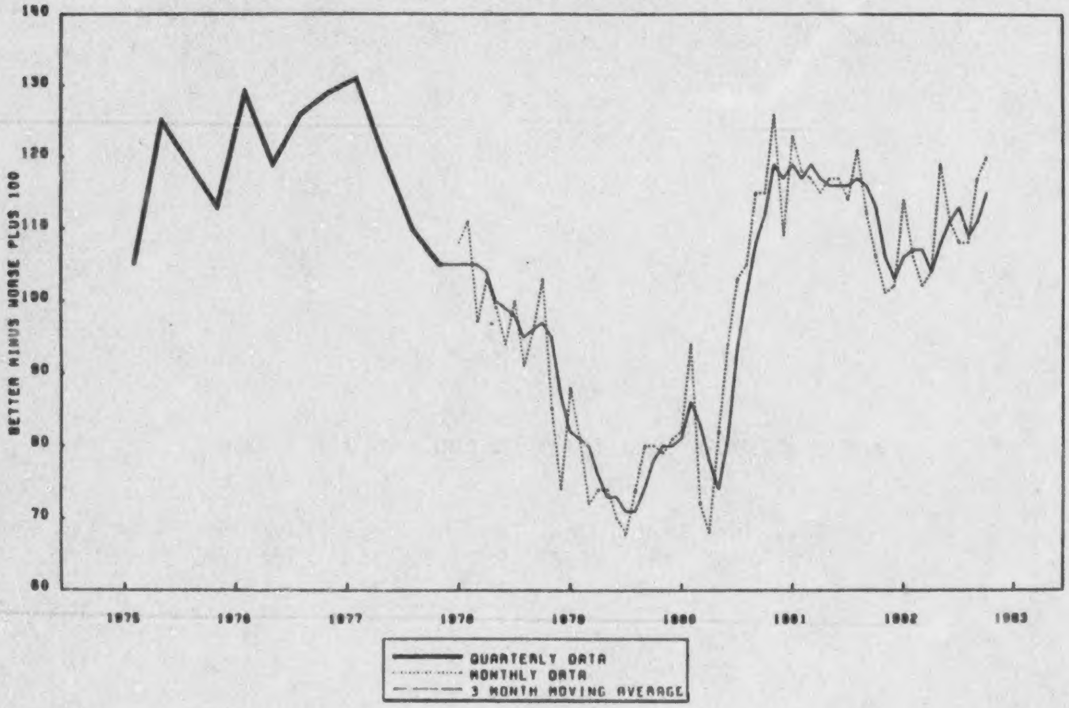


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

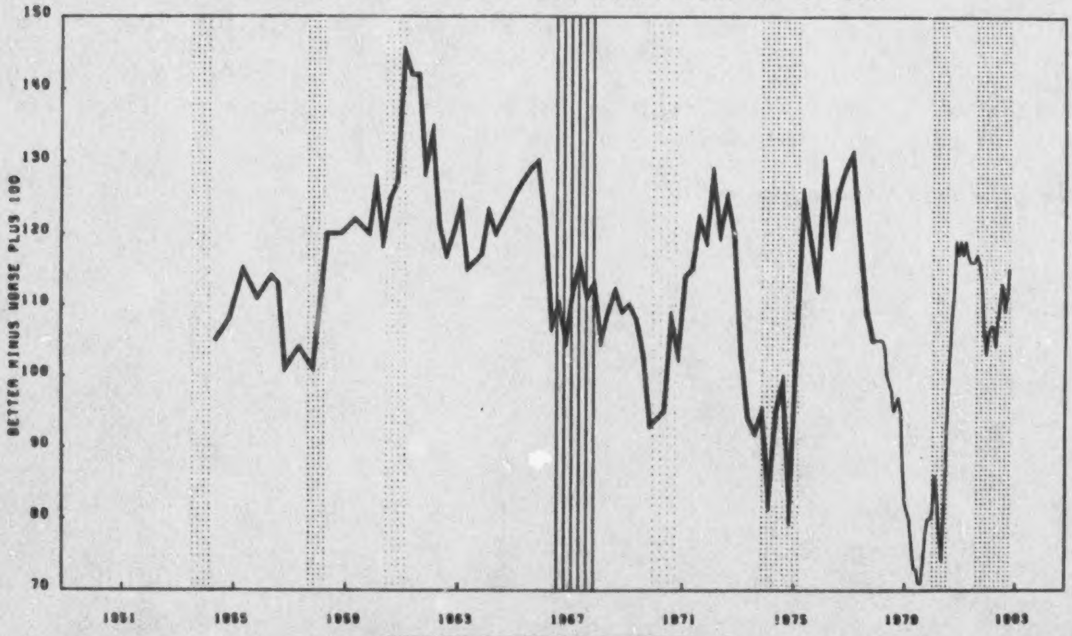


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
BETTER	31%	27%	31%	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%
SAME	41	44	37	36	36	42	38	39	34	41	43	43	36
WORSE	25	26	29	24	28	27	28	20	26	25	23	19	20
DK,NA	3	3	3	2	2	2	2	2	3	1	3	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

CHART16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

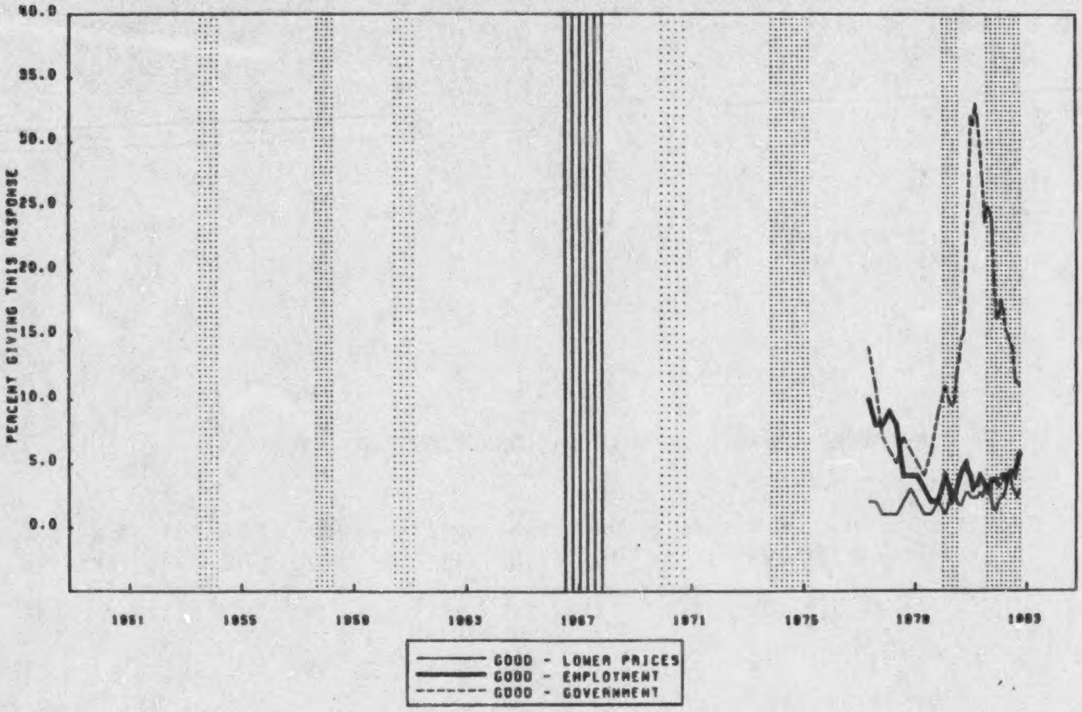


CHART16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

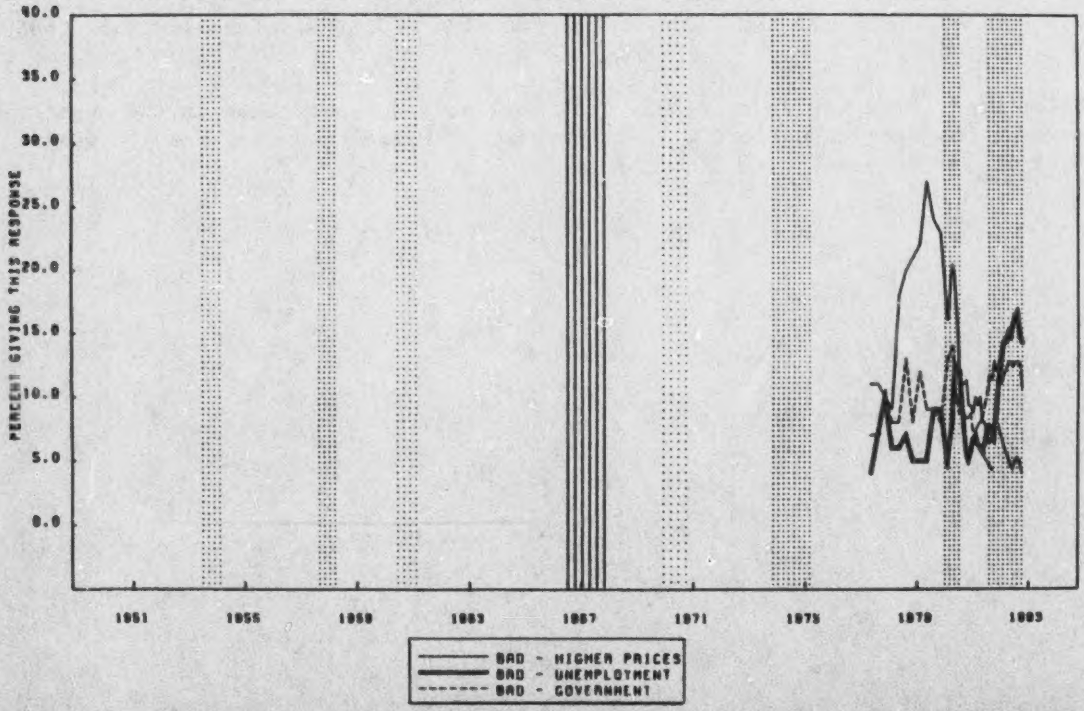


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
FAVORABLE REASONS:													
Government; elections	19%	15%	15%	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%
Employment	6	3	2	5	4	3	4	5	4	4	4	7	6
Higher consumer demand	2	2	3	3	2	3	3	4	6	3	3	3	4
Lower prices	1	1	2	3	2	2	5	4	3	2	2	3	4
Easier credit	6	7	9	5	5	7	7	10	9	5	8	13	15
UNFAVORABLE REASONS:													
Government; elections	15	10	12	11	12	13	13	12	12	14	12	12	8
Unemployment	7	12	15	12	16	15	14	15	18	16	16	13	14
Lower consumer demand	4	6	7	6	7	9	7	4	6	5	3	5	3
Higher prices	7	8	8	5	6	6	4	4	5	6	5	4	3
Tighter credit	5	5	4	4	7	7	5	6	10	9	6	7	3
Energy crisis	1	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

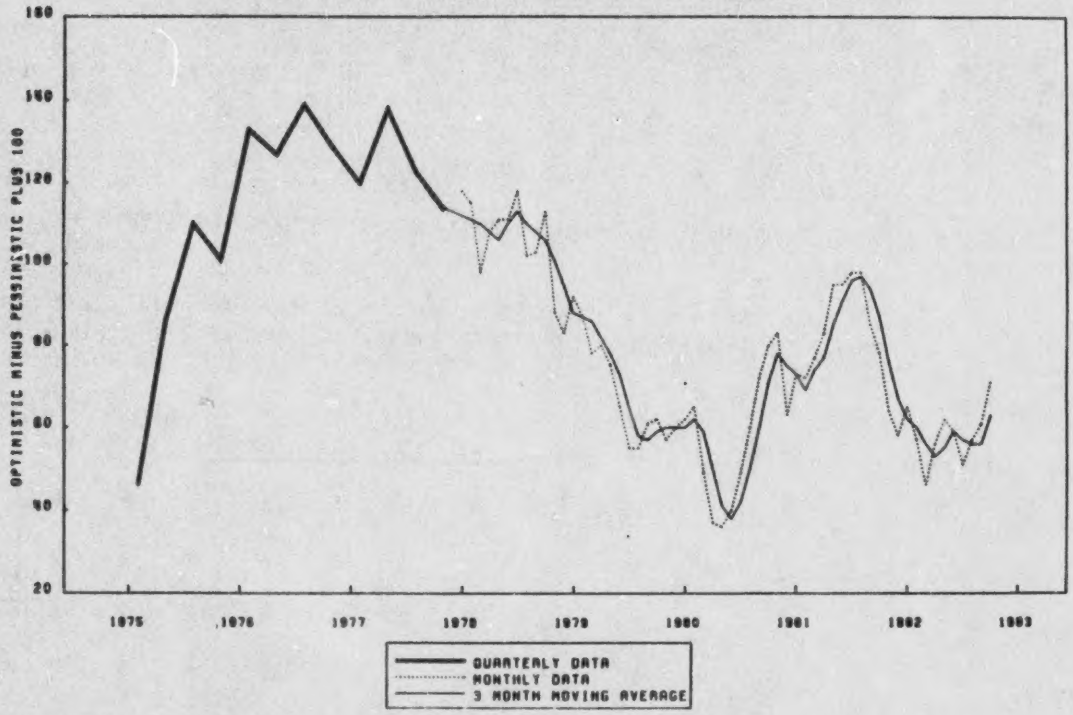


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

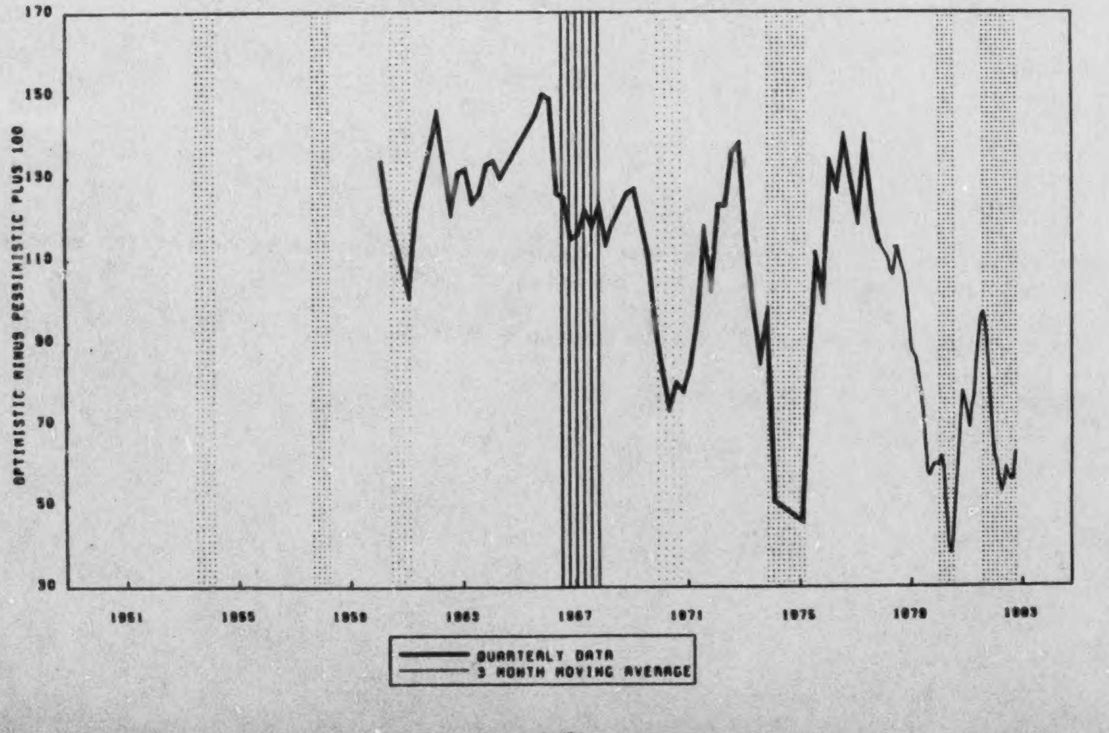


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
TREND:													
Continuous increase (a)	12%	6%	5%	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%
Intermittent increase (b)	14	11	8	9	6	5	7	6	6	5	7	6	9
Remain unchanged (c)	4	6	3	3	4	2	4	3	2	3	3	4	3
Intermittent decline (d)	27	31	29	27	30	37	30	33	29	36	35	36	29
Continuous decline (e)	21	22	26	23	25	26	26	19	24	23	22	17	19
Mixed change (f)	17	18	25	29	26	23	24	28	30	25	22	27	26
DK,NA	5	6	4	3	3	3	4	3	3	3	4	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

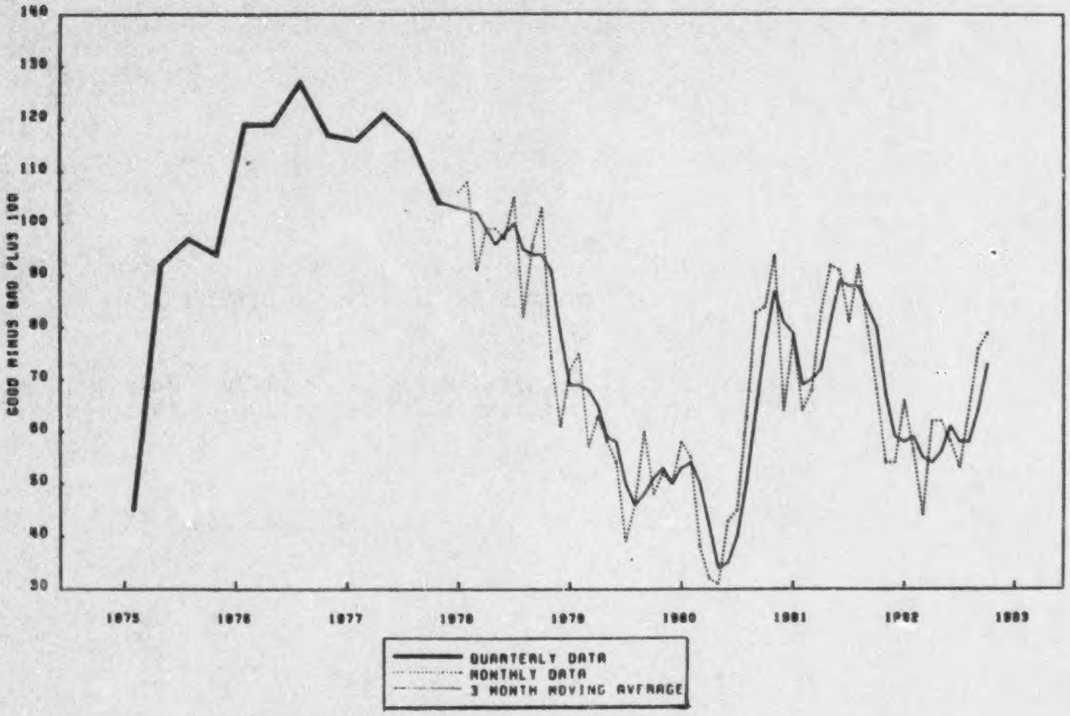


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

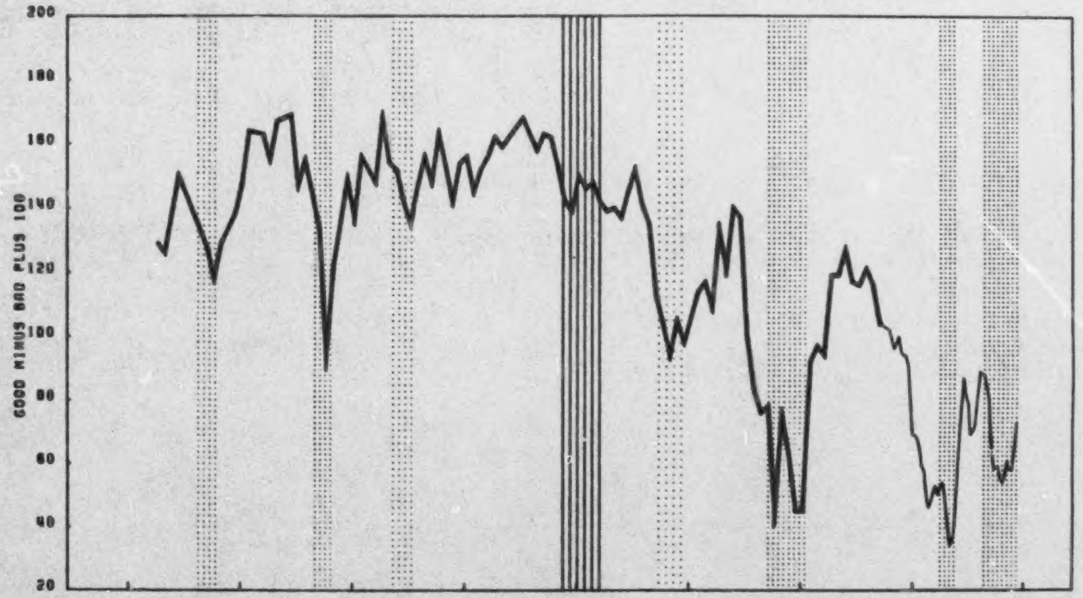


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIMES	25%	21%	23%	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%
UNCERTAIN; GOOD & BAD	3	4	2	1	2	2	1	1	1	2	5	4	3
BAD TIMES	57	67	69	64	67	73	66	65	67	70	62	57	56
DON'T KNOW	8	6	4	3	4	3	4	4	4	3	3	4	4
NOT ASCERTAINED	7	2	2	2	4	5	1	3	3	2	4	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

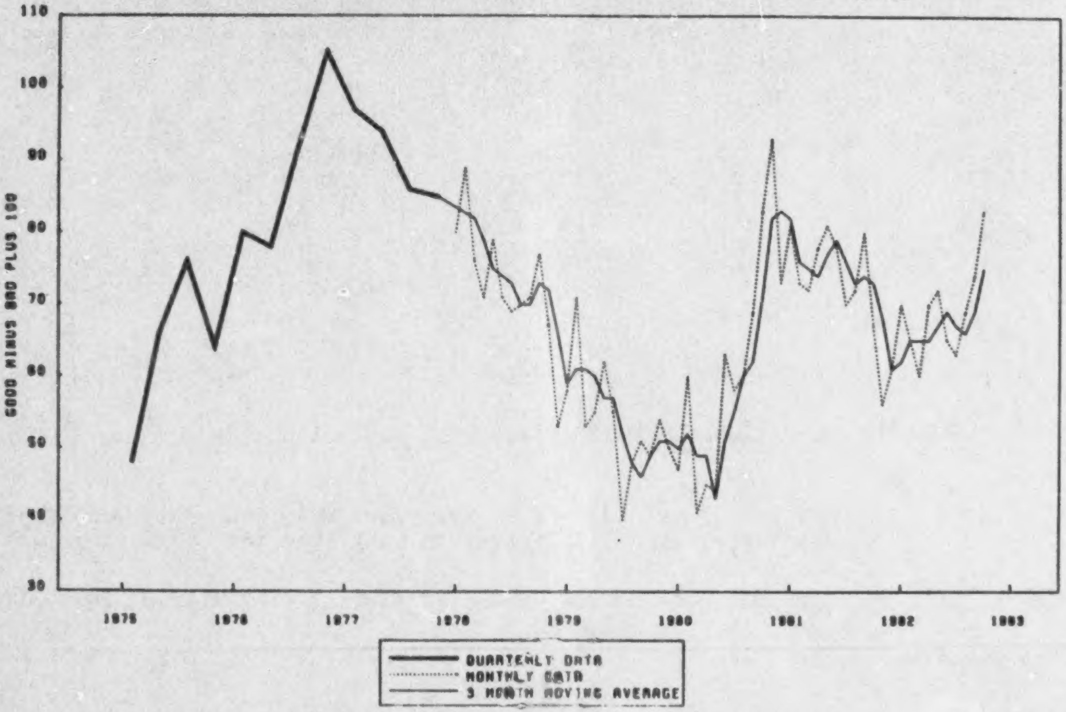


CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

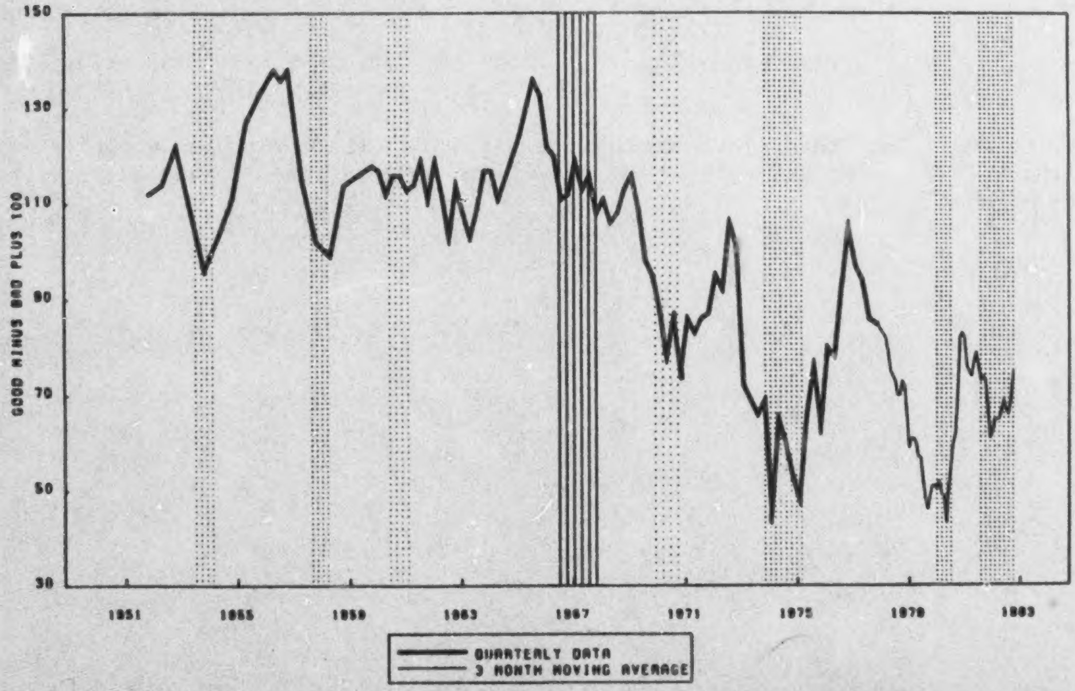


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIMES	24%	18%	20%	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%
UNCERTAIN; GOOD & BAD	14	17	17	11	13	13	13	13	12	15	15	14	14
BAD TIMES	57	62	59	58	59	62	55	55	59	59	54	54	49
NOT ASCERTAINED	5	3	4	3	4	3	7	5	5	4	8	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

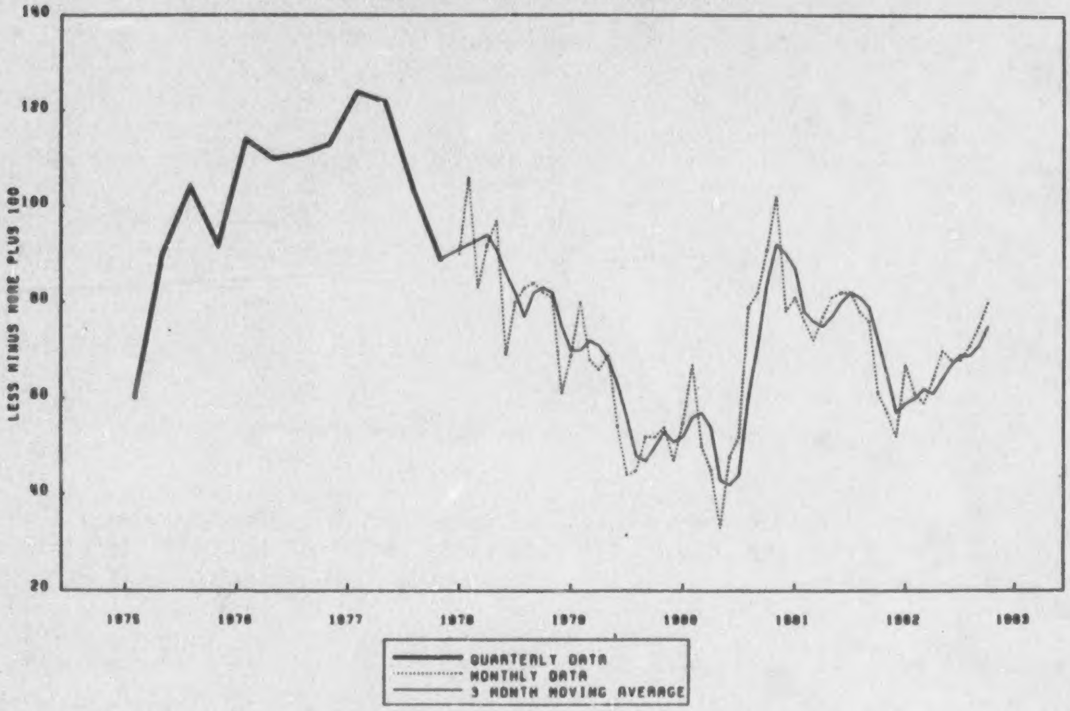


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

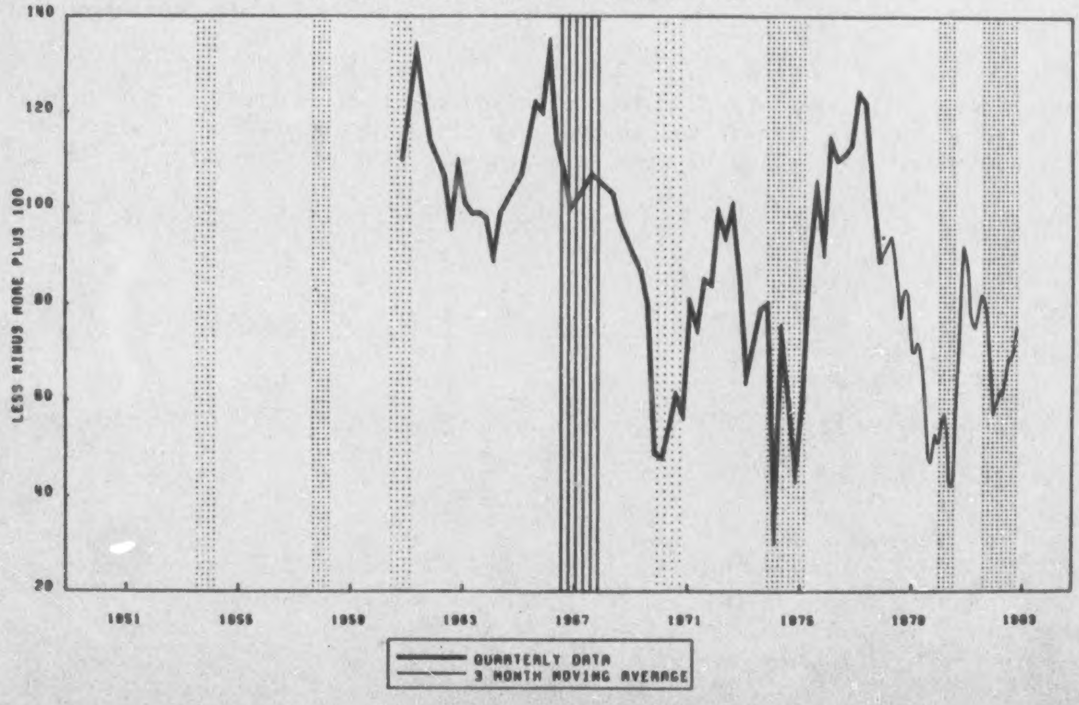


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
LESS	11%	11%	11%	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%
SAME	38	33	28	34	33	32	34	35	35	35	35	38	36
MORE	50	54	59	49	52	54	50	47	48	48	46	43	41
DK,NA	1	2	2	1	2	1	2	1	1	1	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

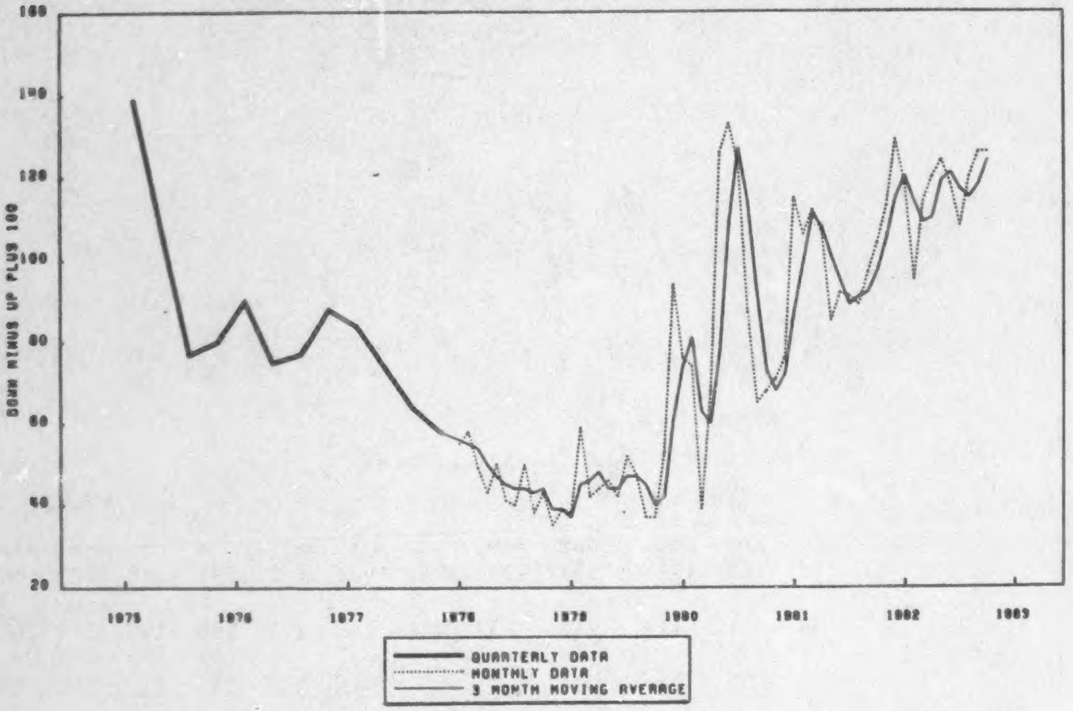


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

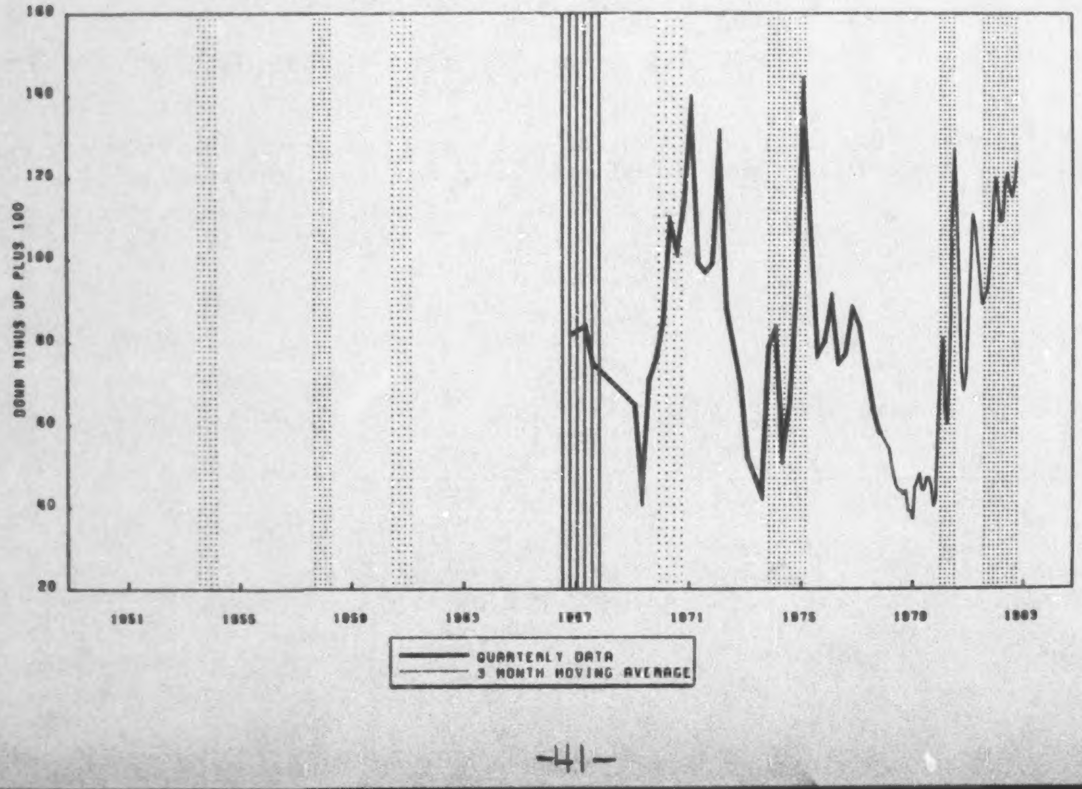


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GO UP	31%	29%	21%	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%
STAY THE SAME	30	25	25	28	33	33	33	34	37	41	34	26	26
GO DOWN	35	42	50	43	29	39	42	43	39	32	41	48	48
DK,NA	4	4	4	4	4	3	3	4	3	3	4	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

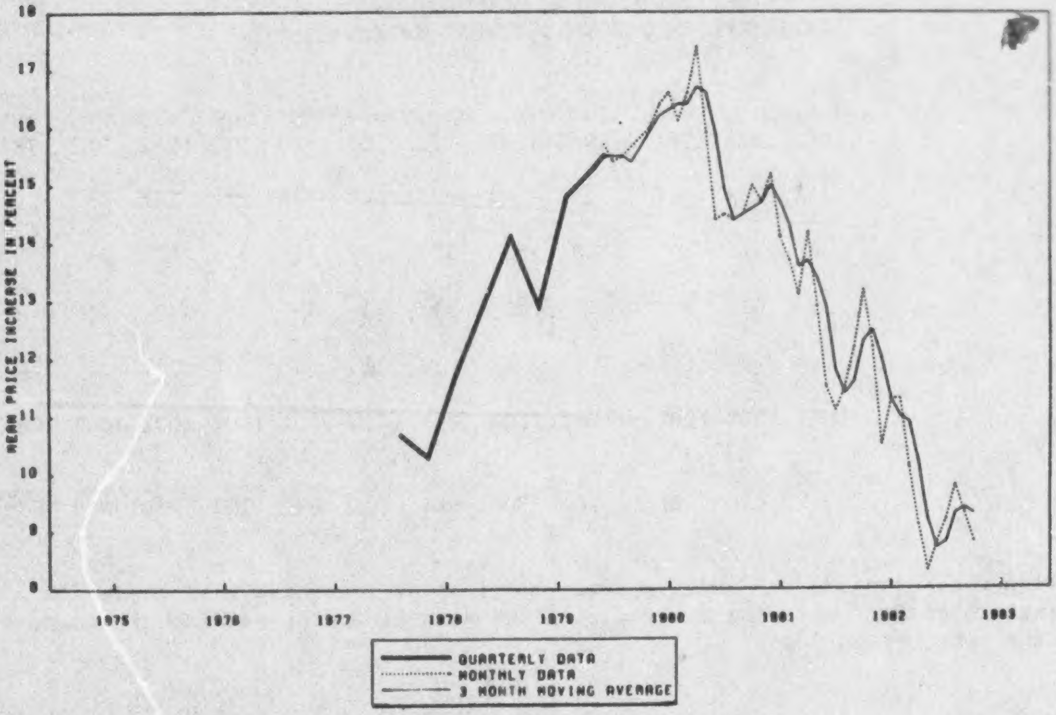


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
SAME OR DOWN	8%	7%	10%	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%
GONE UP BY:													
1-2%	4	2	4	4	4	5	4	2	8	6	5	6	4
3-4%	6	7	7	5	6	7	7	11	10	8	8	10	7
5%	9	11	11	11	11	13	12	12	12	14	11	12	13
6-9%	12	14	15	17	14	12	14	13	14	13	16	14	12
10-14%	26	26	28	24	24	24	24	16	21	22	24	19	22
15% or more	27	24	19	22	22	19	17	17	16	18	17	16	14
DK how much up	8	8	6	6	6	5	7	6	5	6	6	7	7
DK,NA	*	1	*	*	*	*	*	*	*	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	13.2	12.2	10.5	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8
VARIANCE	156	134	104	126	132	114	83	96	93	87	96	115	106
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

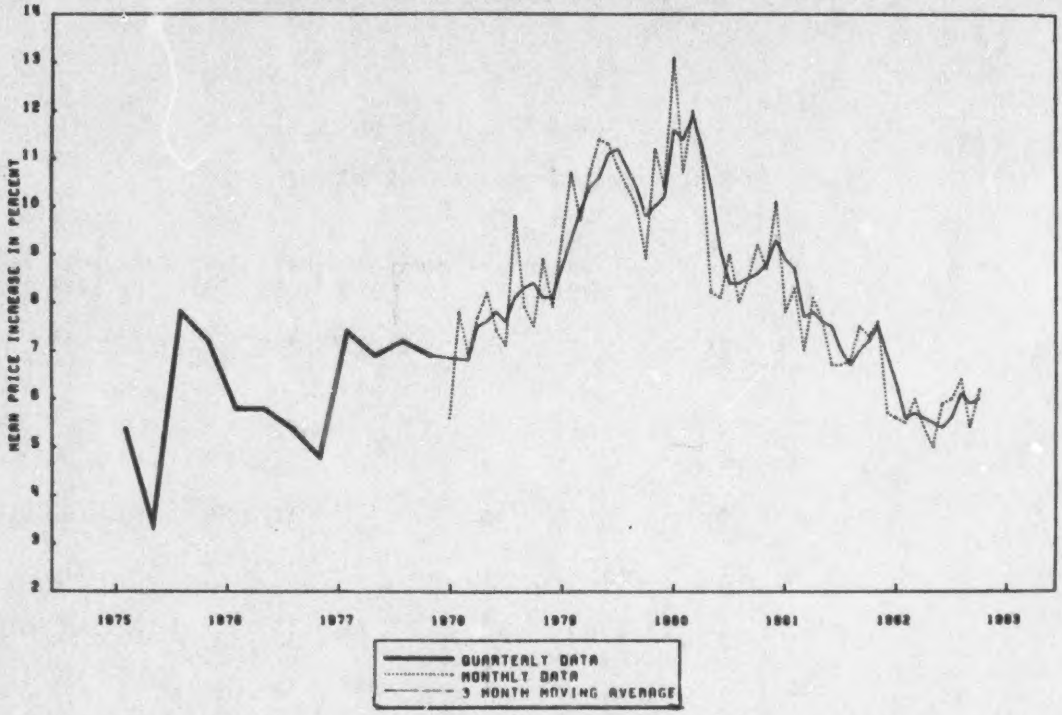


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

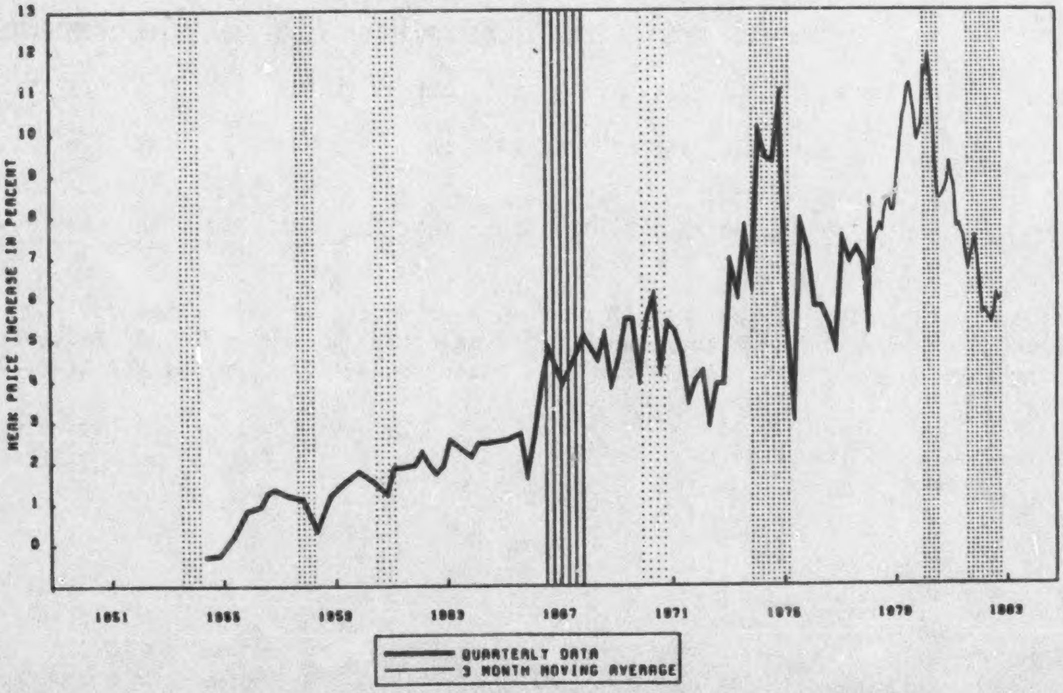


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
SAME OR DOWN	27%	27%	35%	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%
WILL GO UP BY:													
1-2%	5	4	4	5	4	7	4	6	7	7	8	7	5
3-4%	7	6	8	8	7	11	7	9	10	10	12	9	8
5%	12	11	12	13	12	11	16	15	14	17	16	14	14
6-9%	14	11	14	11	12	12	10	11	10	15	12	13	11
10-14%	17	22	14	13	14	12	16	8	16	14	13	12	15
15% or more	12	11	8	8	7	11	8	8	8	7	11	7	9
DK how much up	5	6	3	4	5	2	3	4	3	5	3	5	5
DK,NA	1	2	2	2	1	2	3	3	2	2	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	7.3	7.6	5.7	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2
VARIANCE	71	84	62	59	59	85	54	58	71	53	65	59	82
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

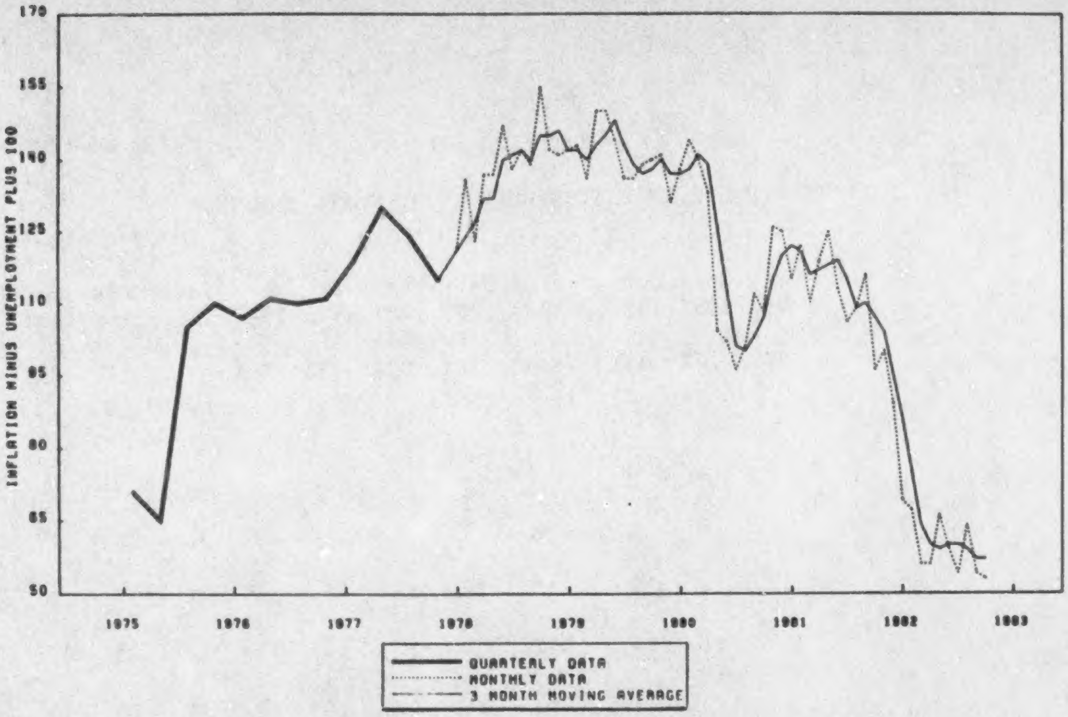


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

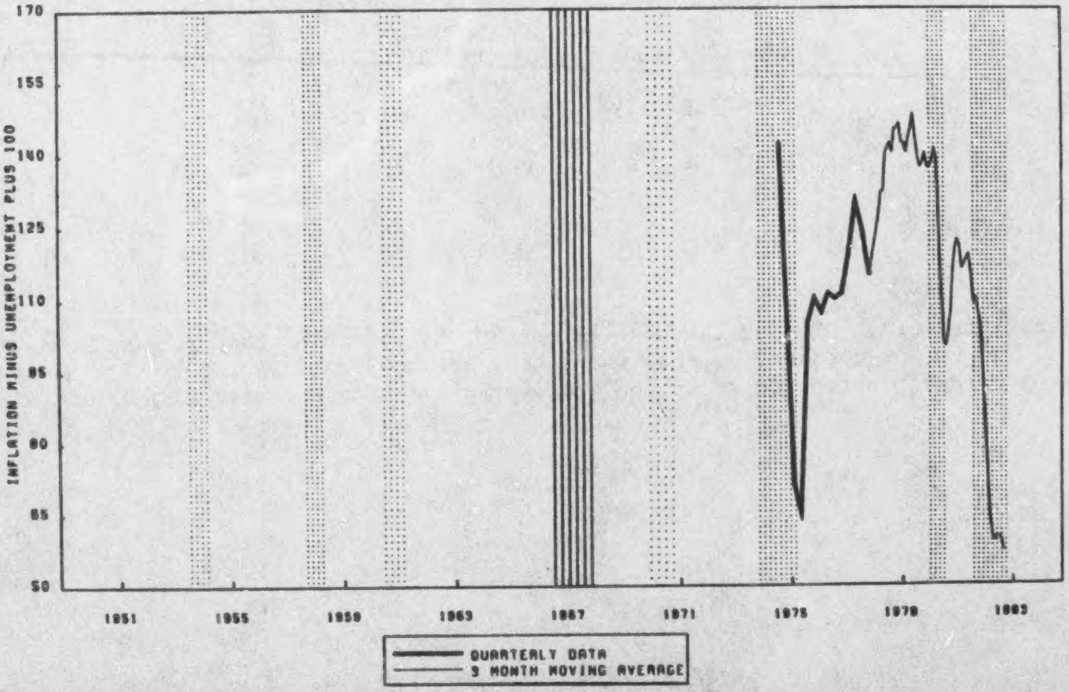


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
UNEMPLOYMENT	45%	43%	49%	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%
BOTH EQUALLY SERIOUS	12	13	11	10	14	11	13	9	12	11	11	9	11
INFLATION	41	43	38	29	26	22	21	28	23	21	26	22	20
DK,NA	2	1	2	1	1	1	1	1	1	1	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

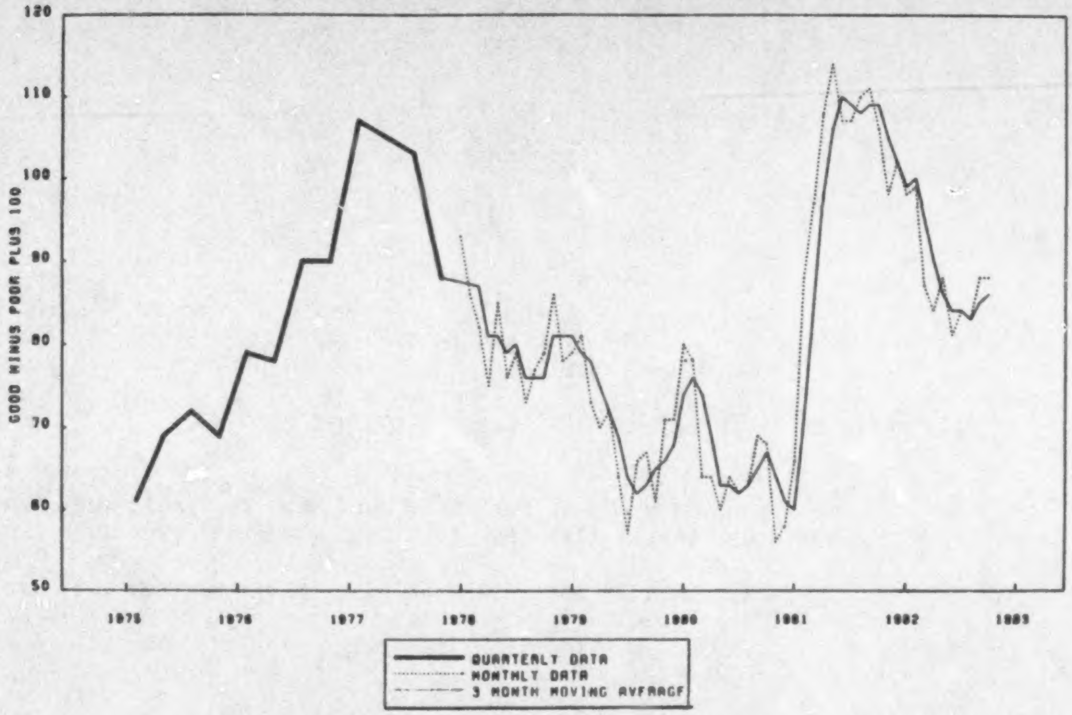


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

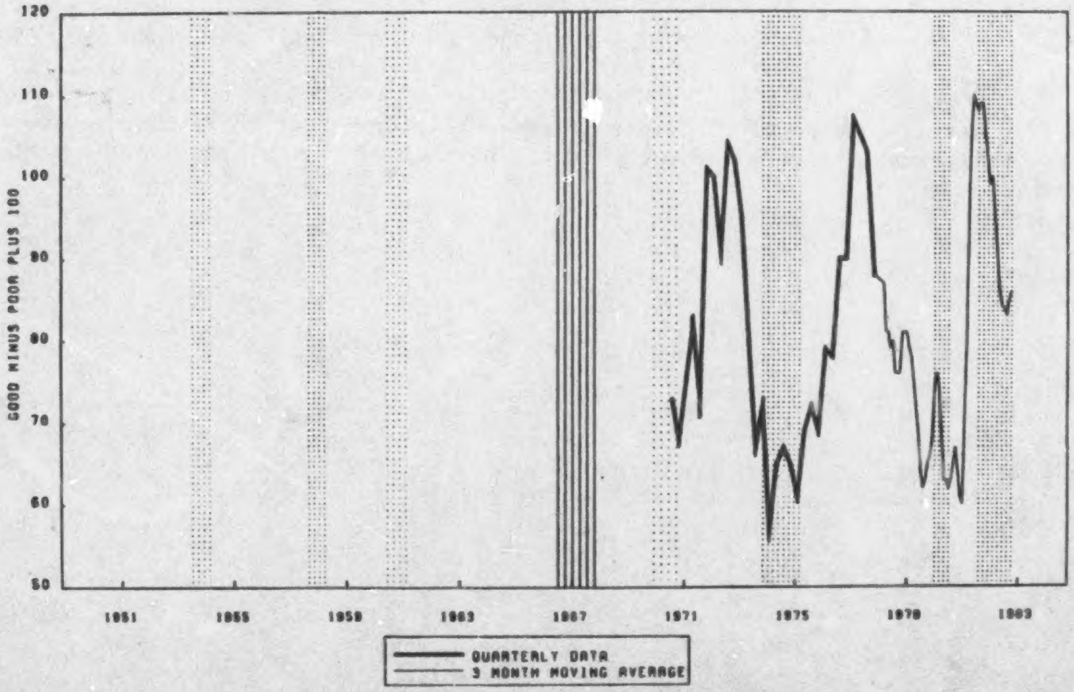


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
A GOOD JOB	31%	23%	26%	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%
ONLY FAIR	41	49	47	46	42	48	37	46	46	46	45	46	41
A POOR JOB	25	25	24	27	28	31	38	32	35	34	34	31	33
DK,NA	3	3	3	2	3	3	3	2	3	2	4	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

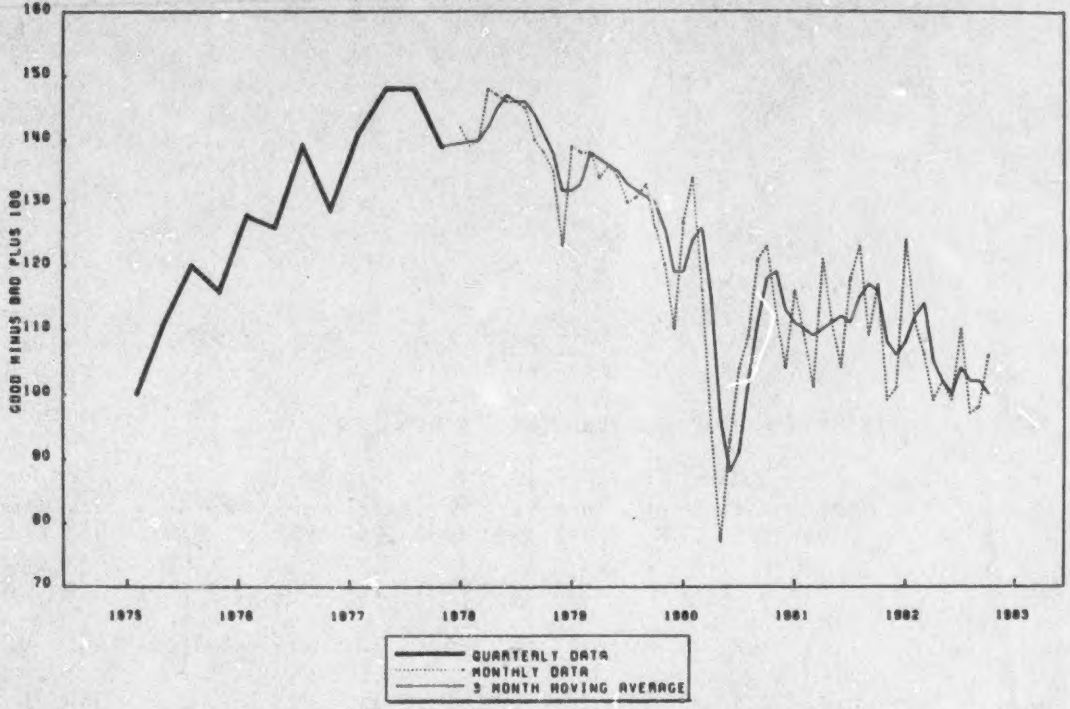


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

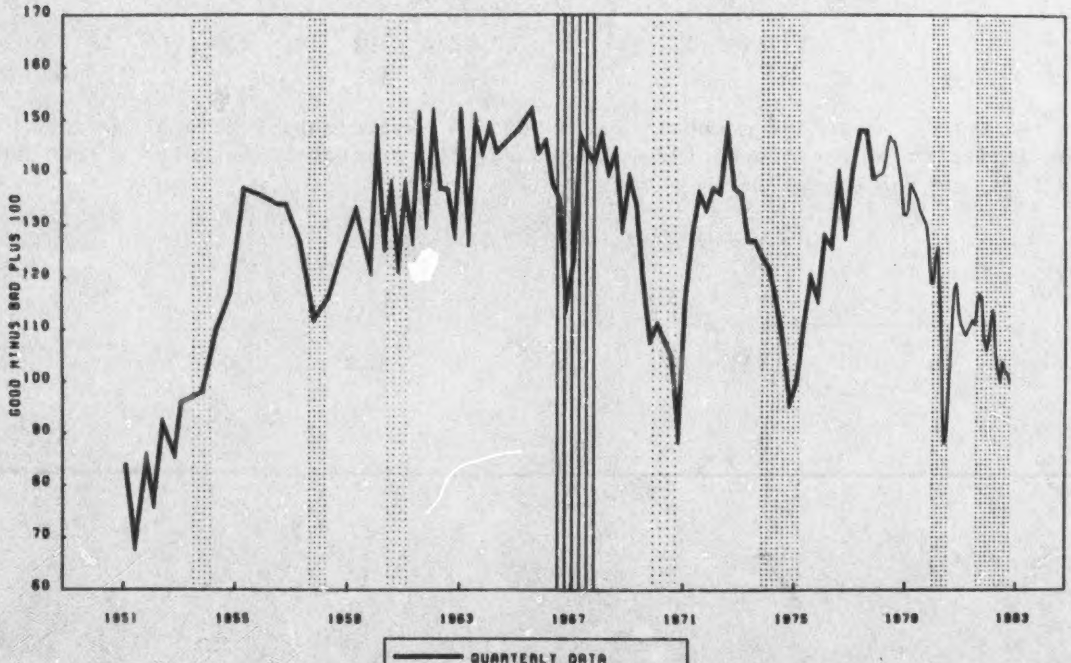


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY	52%	43%	44%	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%
UNCERTAIN, DEPENDS	13	13	13	10	15	10	17	12	13	14	15	14	14
BAD TIME TO BUY	35	44	43	33	37	42	42	43	44	38	44	44	40
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

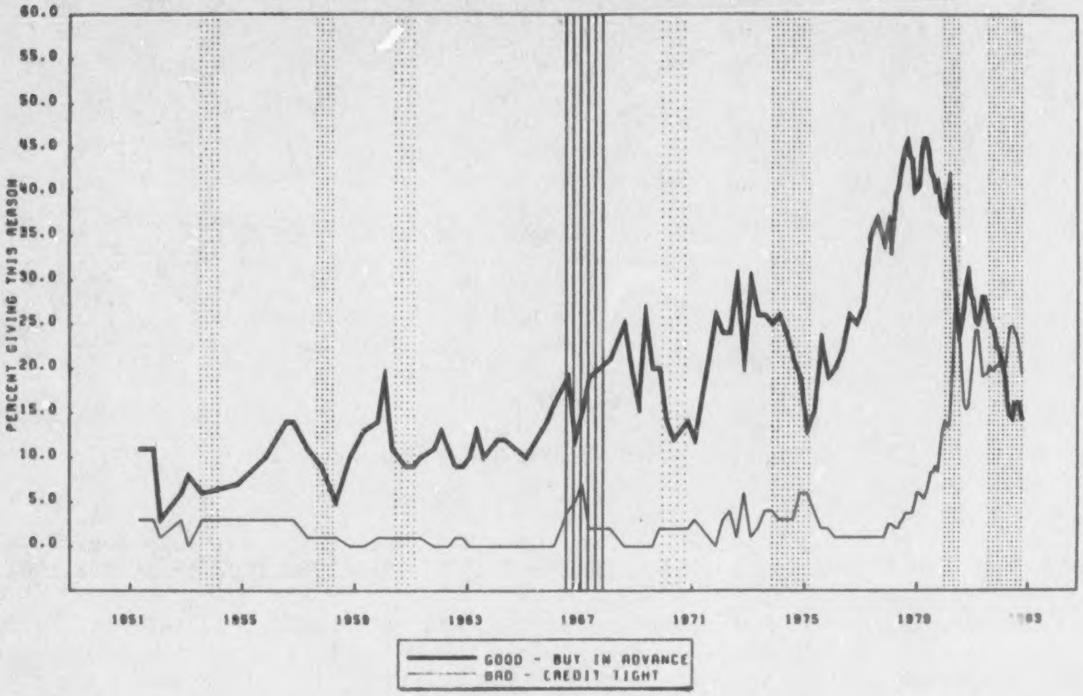


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

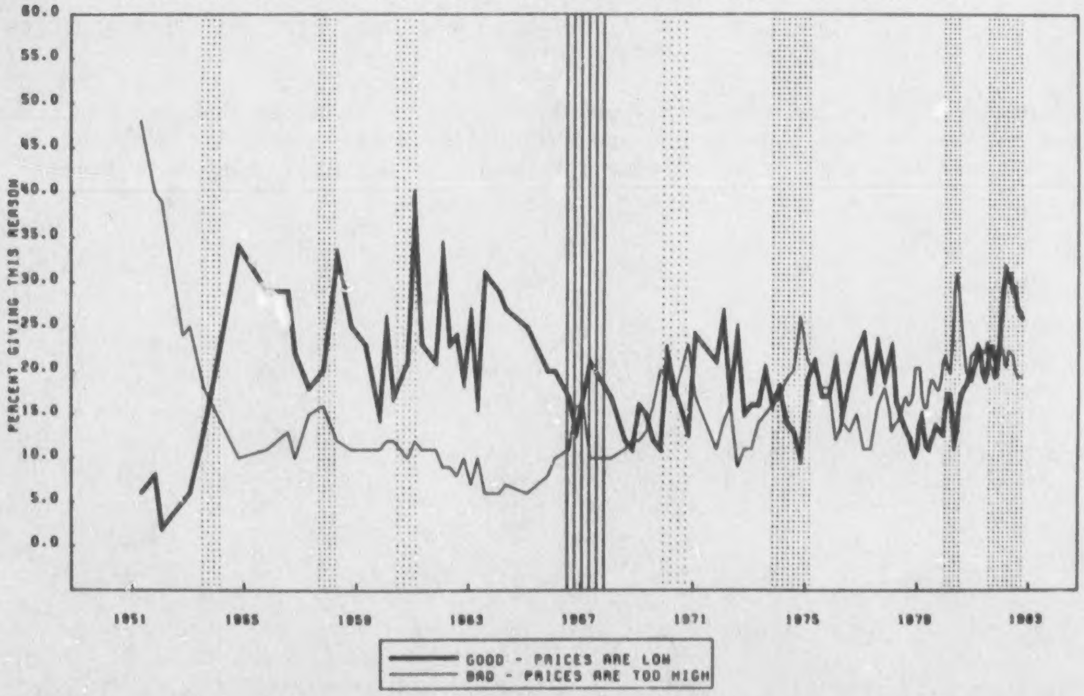


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	21%	19%	26%	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%
Prices won't come down; are going higher	25	20	21	22	18	15	14	15	14	19	15	14	14
Interest rates low; credit is easy	1	2	2	3	2	1	1	3	2	2	2	4	5
BAD TIME TO BUY:													
Prices are high	19	25	26	17	22	22	23	21	21	18	19	21	18
Interest rates are high; credit is tight	17	23	21	18	19	24	26	24	24	24	22	20	16
Lack of purchasing power	11	12	15	13	15	18	19	20	21	19	21	21	21

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

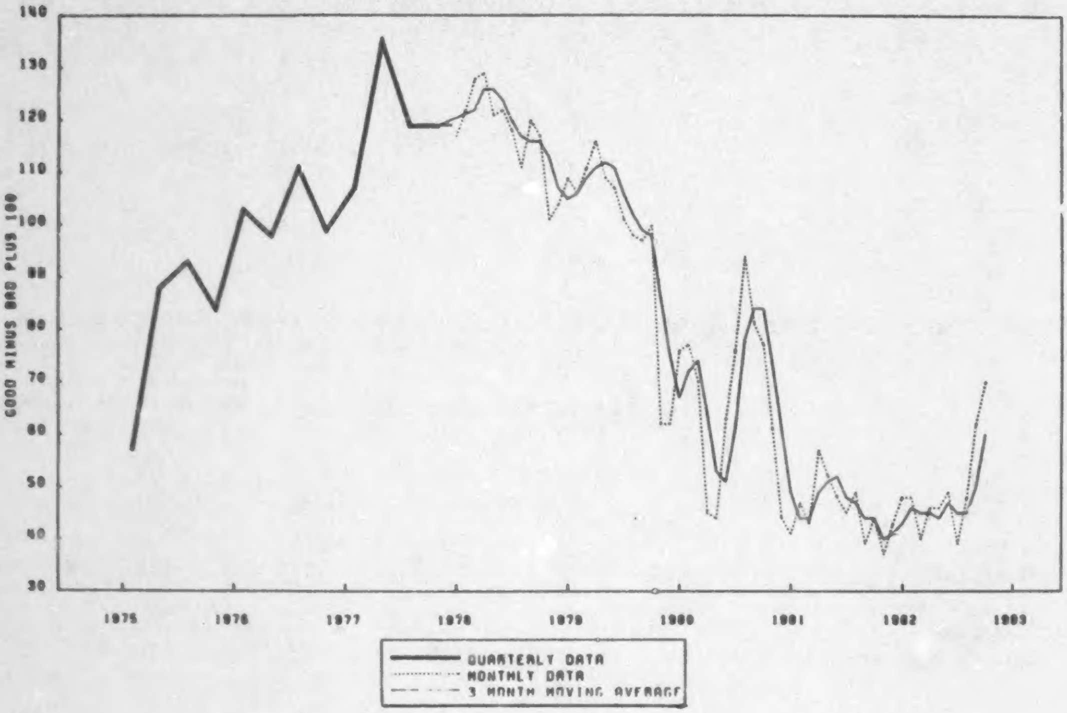


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

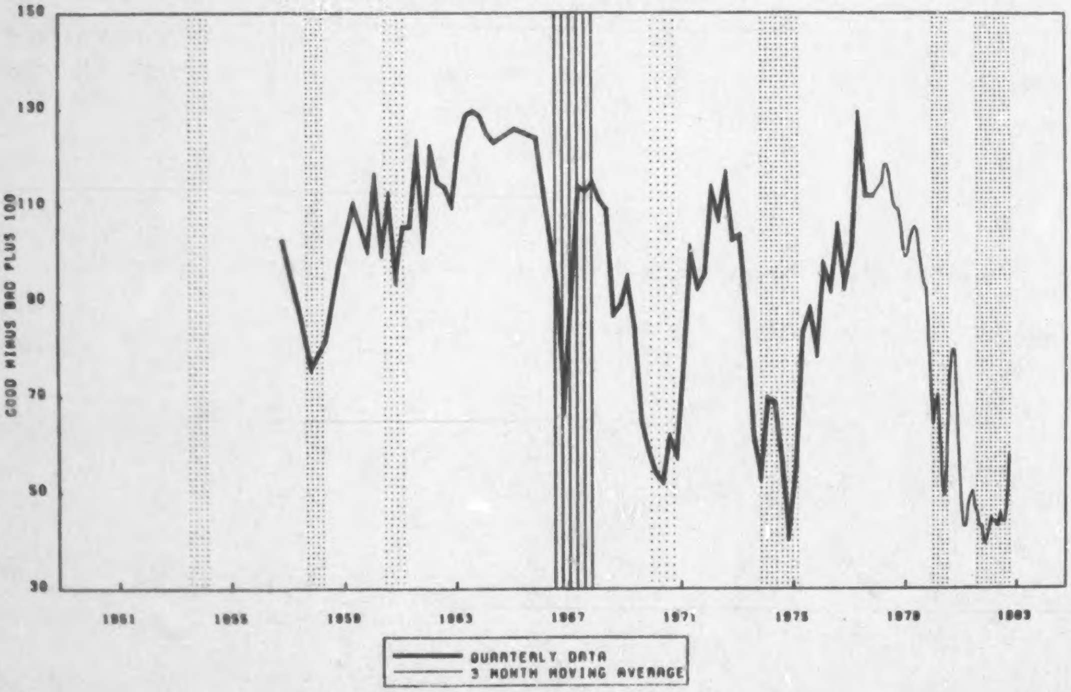


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY	18%	16%	19%	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%
UNCERTAIN, DEPENDS	8	5	5	6	6	6	6	8	7	9	8	6	6
BAD TIME TO BUY	74	79	76	73	73	77	74	73	72	76	72	66	62
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

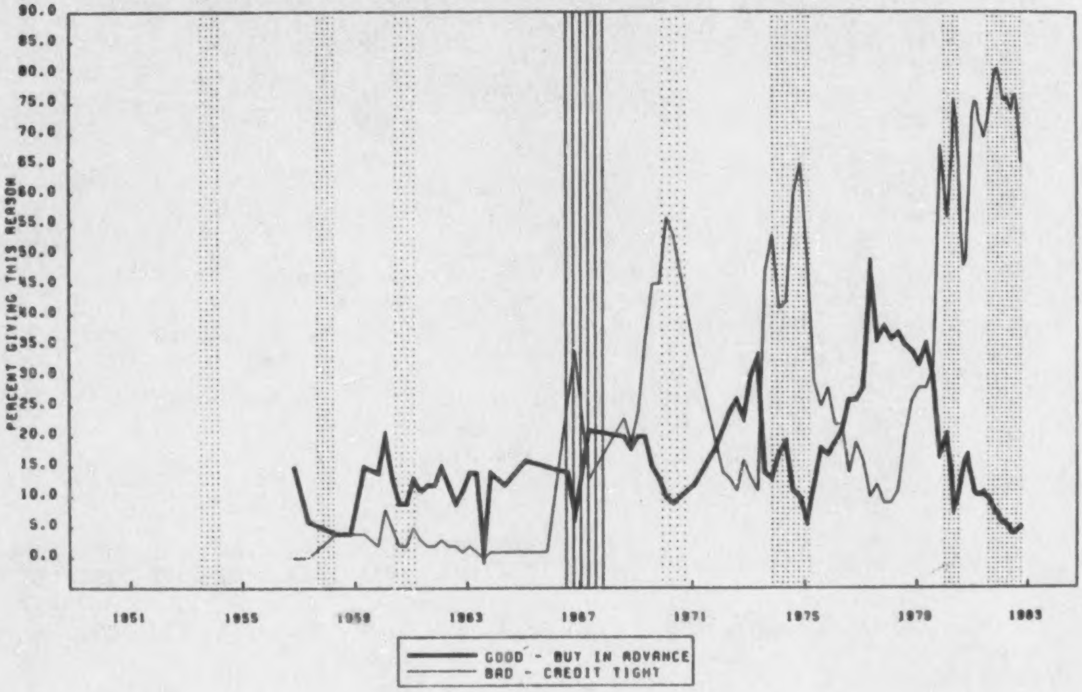


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

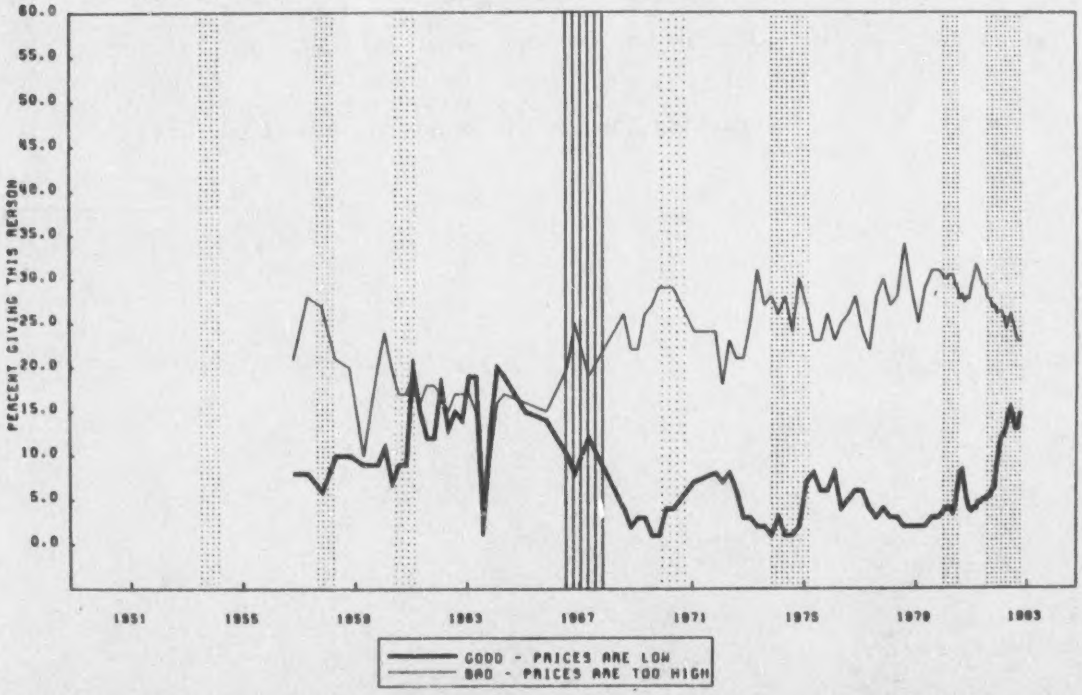


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	7%	7%	12%	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%
Prices won't come down; are going higher	9	7	7	5	5	7	4	4	4	4	5	5	5
Interest rates low; credit is easy	4	4	6	8	7	4	6	6	7	4	7	20	23
Good investment	3	5	3	5	6	4	5	5	4	3	4	3	2
BAD TIME TO BUY:													
Prices are high	27	24	27	28	24	25	24	27	27	21	23	25	21
Interest rates are high; credit is tight	78	83	81	72	76	78	74	72	75	82	71	64	60
Lack of purchasing power	11	17	21	22	19	23	22	18	23	27	20	21	23

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

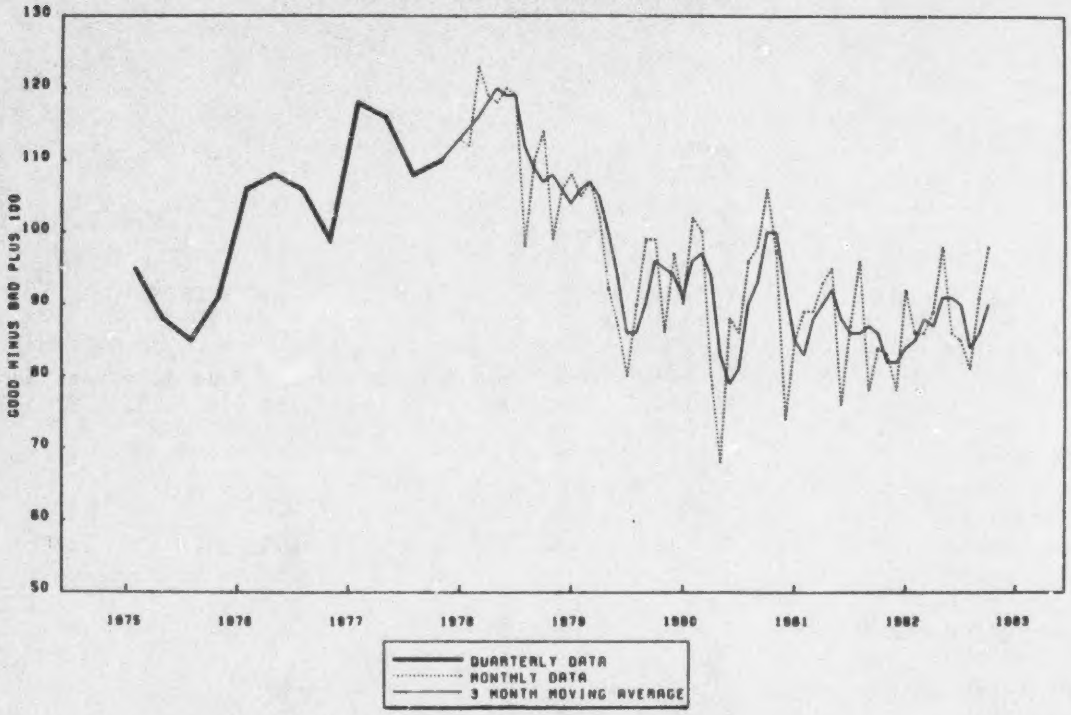


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

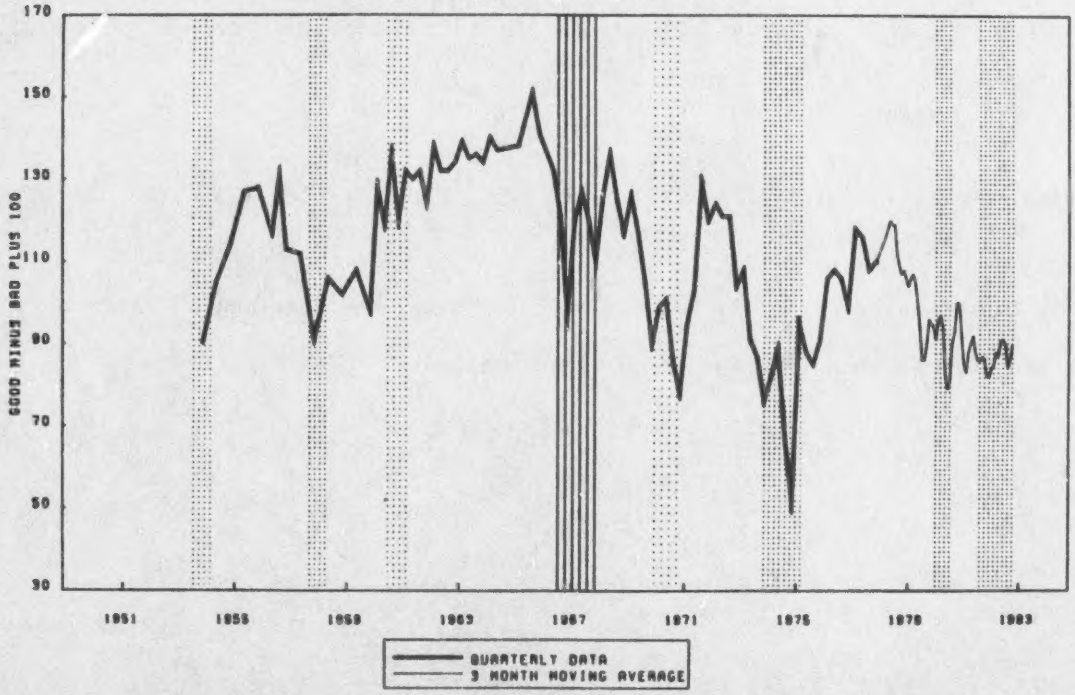


TABLE 30

BUYING CONDITIONS FOR CARS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY	37%	37%	34%	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%
UNCERTAIN; DEPENDS	10	9	10	10	12	8	9	10	6	11	11	11	10
BAD TIME TO BUY	53	54	56	49	51	53	51	46	54	52	54	49	46
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

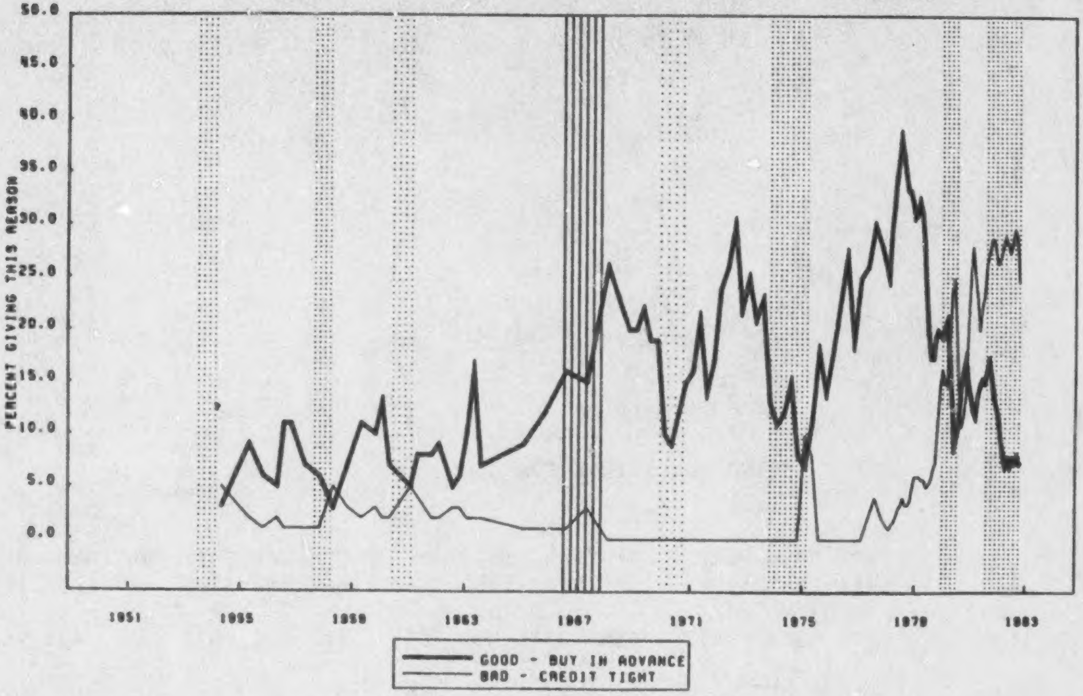


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

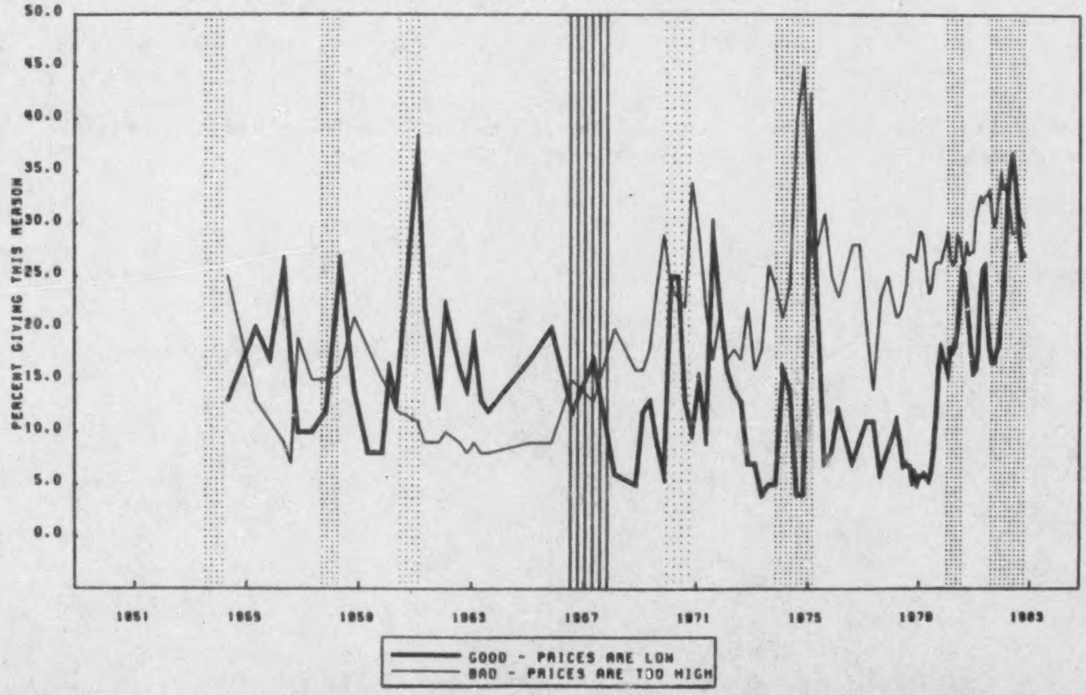


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	20%	21%	22%	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%
Prices won't come down; are going higher	14	12	12	11	6	8	7	8	6	9	7	8	7
Interest rates low; credit is easy	4	5	5	6	3	3	7	11	7	5	6	10	11
New fuel efficient models	2	1	1	2	2	1	2	1	1	1	2	1	1
BAD TIME TO BUY:													
Prices are high	36	32	37	31	33	32	28	27	33	28	32	31	26
Interest rates are high; credit is tight	29	26	27	26	28	30	29	26	27	32	30	25	19
Lack of purchasing power	7	8	13	13	12	16	13	11	11	13	12	14	14
Price of gas; shortages	1	2	2	2	2	1	1	1	2	2	1	1	*
Poor selection; quality	8	10	9	8	9	7	8	6	10	10	7	7	7

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

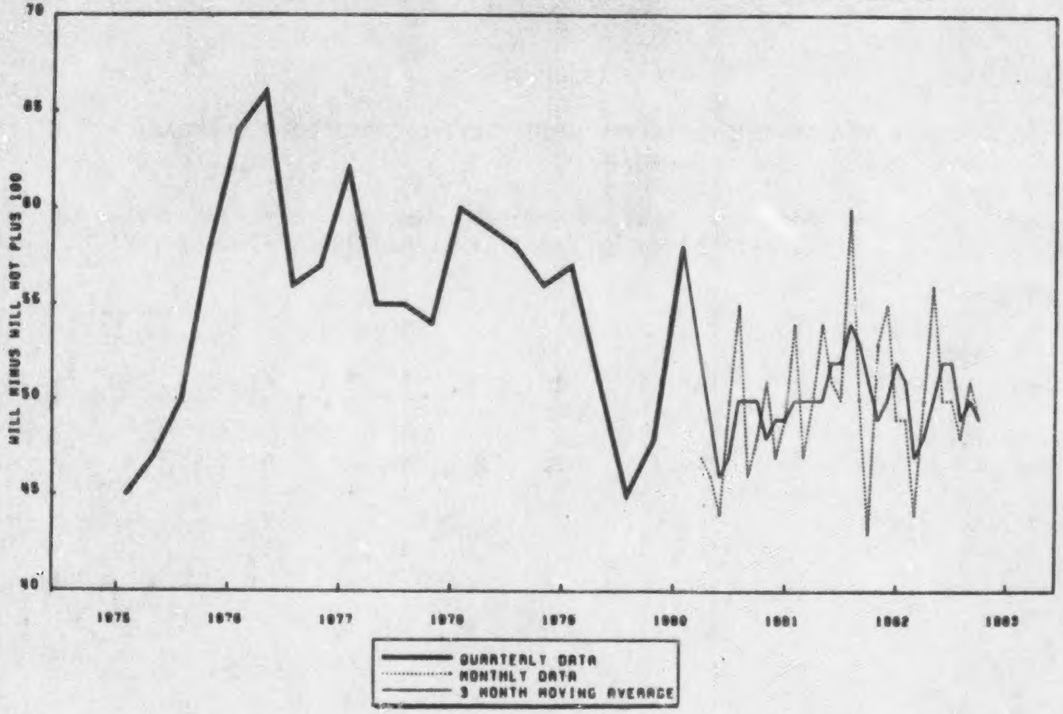


CHART 32 - HISTORICAL SERIES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

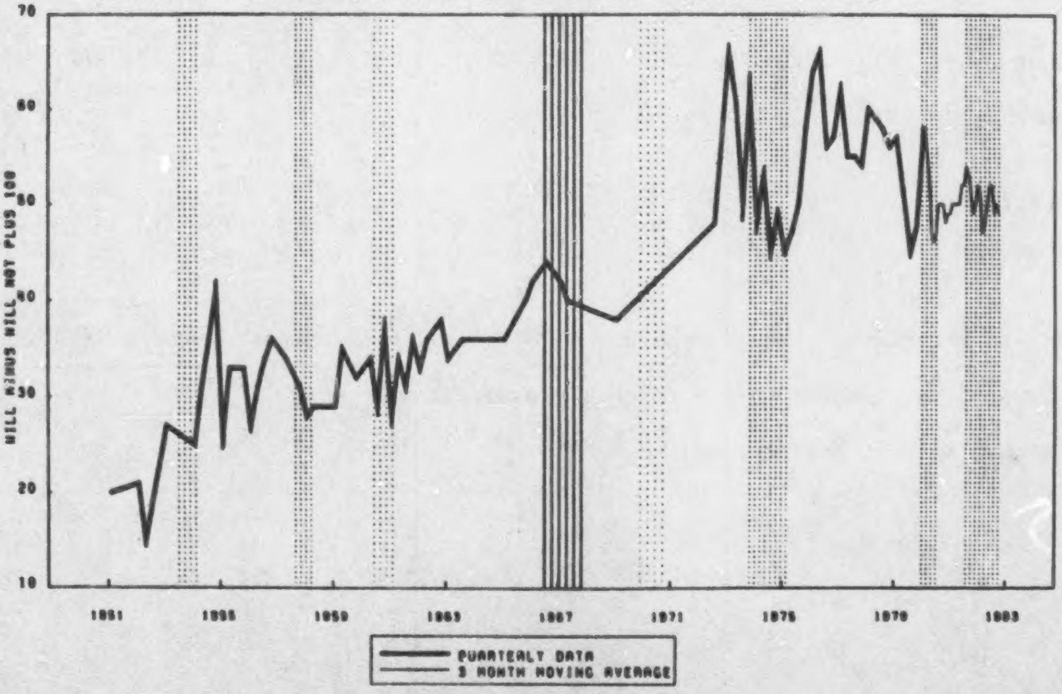


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
PROBABLY WILL BUY	14%	19%	19%	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%
CHANCES ARE EVEN	7	6	7	8	7	7	6	8	7	8	7	5	7
PROBABLY WILL NOT BUY	70	66	64	67	68	70	67	63	68	66	68	67	67
DK,NA	9	9	10	9	8	9	10	10	7	10	9	10	10
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	712	690	701	704	700	684	702	691	703	708	680	695	687

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	21%	25%	26%	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%
PURCHASE TYPE:													
Buy new	10	11	11	9	11	11	11	13	9	11	12	10	11
Buy used	9	12	13	13	11	9	11	11	13	11	9	12	11
Lease	1	*	1	1	1	*	1	1	2	1	1	*	1
DK,NA	1	2	1	1	1	1	*	2	1	1	1	1	*
PURCHASE TIMING:													
Next 3 months	4	2	1	5	3	1	4	4	2	6	4	2	4
Next 4-6 months	6	6	5	7	6	5	7	7	5	6	5	5	5
Next 7-9 months	3	8	10	6	7	5	6	7	6	3	3	4	5
10 months or more	4	4	6	3	5	6	2	3	7	4	4	7	5
DK,NA	4	5	4	3	3	4	4	6	5	5	7	5	4

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Oct. 1981	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	70%	66%	64%	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%
PURCHASE TYPE:													
Would buy new	38	34	33	36	37	38	39	34	37	38	40	37	39
Would buy used	29	29	29	30	28	31	26	28	29	25	27	29	27
DK,NA	3	3	2	1	3	1	2	1	2	3	1	1	1
PURCHASE TIMING:													
Less than 2 years	5	7	6	7	5	10	5	5	6	4	5	5	5
2 years	20	18	22	23	22	22	21	20	25	20	22	23	23
3 years	11	8	9	12	11	11	12	11	13	13	12	11	11
4 years or more	24	19	19	19	22	21	22	19	16	21	18	20	19
Indefinite	4	4	3	3	1	1	1	2	3	2	4	3	3
DK,NA	6	10	5	3	7	5	6	6	5	6	7	5	6

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

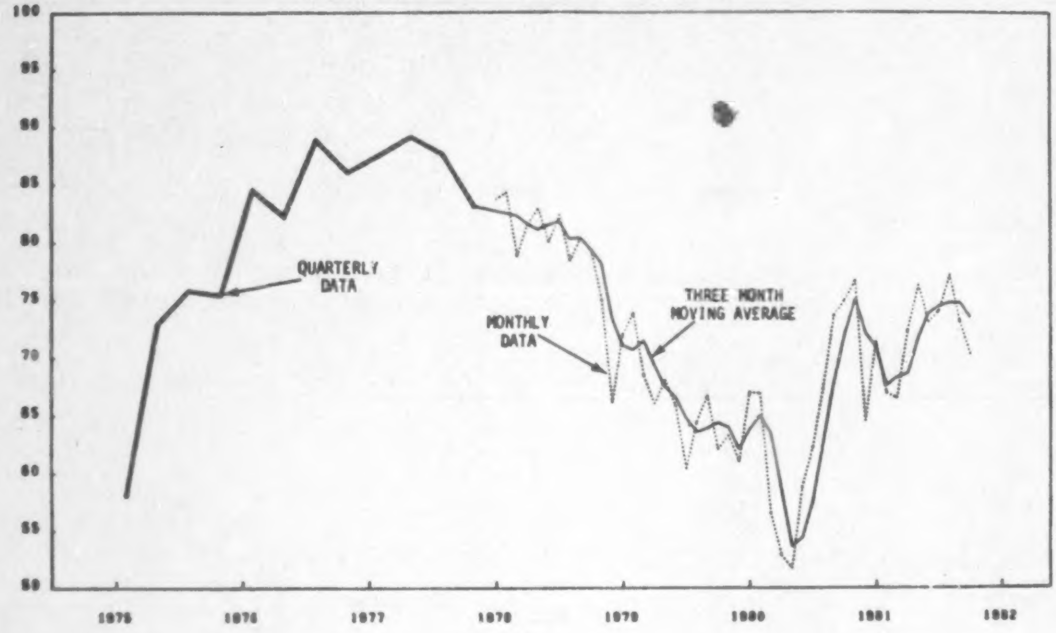
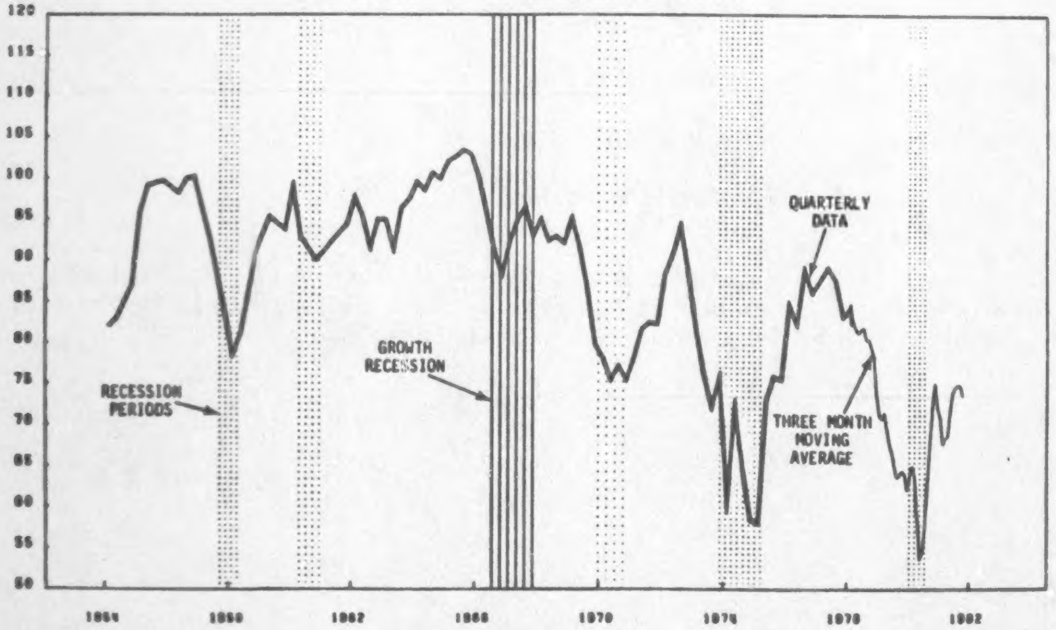


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

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November 5, 1982

OCTOBER 1982 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

SENTIMENT IMPROVES AS INTEREST RATES DECLINE

** In the October 1982 survey, the Index of Consumer Sentiment was 73.4, up from 69.3 one month earlier and 65.4 three months earlier. The October 1982 reading was higher than any of the previous twelve months. The recent improvement has been due to interest rate declines.

** Among families with incomes of $25,000 or more, the Index was 80.9 in the October survey, just below the 81.1 recorded in September. Whereas relatively greater improvement was recorded among high-income families in September, relatively greater improvement was recorded among middle and low-income families in the October survey. All income groups recorded improved sentiment compared with one year earlier.

** Consumer evaluations of their current financial situation remained unfavorable in the October survey, although somewhat improved from one month earlier. Improvement in personal finances has been largely due to declines in inflation, with the October 1982 survey recording the lowest proportion mentioning the adverse impact of inflation on their family budgets in more than four years. In the October 1982 survey, more than twice as many families expected improvement than expected financial declines--35 versus 16 percent. This represents the most optimistic personal financial outlook recorded during the past five years.

** Twice as many families expected business conditions to improve than to worsen during the year ahead in the October 1982 survey, a more favorable outlook than either one month or one year earlier. The major reason given by consumers for these more optimistic expectations involved declines in interest rates. Interest rates were expected to continue to decline during the year ahead by 48 percent of all families in the October 1982 survey, more than twice the proportion that expected increases.

** The widespread awareness of interest rate declines led to more favorable buying attitudes. The proportion of families that viewed buying conditions for houses favorably doubled during the past three months and reached 32 percent in the October 1982 survey. Car buying attitudes also improved in the October survey due to more favorable interest rate expectations. Despite these favorable expectations for change, reports of purchase postponements due to high current interest rates remained widespread in the October 1982 survey.

* * *

The October survey recorded a widespread awareness of declines in interest rates, and the expectation that these declines will continue in the year ahead. Consumers expected the interest rate declines to improve business conditions generally, as well as to improve buying conditions, especially for houses and cars. Declines in rates on consumer loans, coupled with favorable views of market prices, will release pent-up demand. The recovery in consumer sales will benefit from more favorable attitudes and expectations; however, a sustained recovery in consumer sales will depend on improvement in people's ability to buy--both in terms of the extent and duration of declines in interest rates as well as renewed growth in household incomes.

Monitoring Economic Change Program
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High Unemployment Levels Expected to Persist

Spreading unemployment continues to dominate consumer views of the economy. When respondents were asked to identify recent economic developments they had heard and could recall, the proportion of families that reported increases in unemployment was 48 percent in the October 1982 survey, just below the 52 percent recorded in the prior three months. The announced September double-digit unemployment rate thus did not escalate the otherwise all-time record level of concern. Although unemployment expectations are still quite unfavorable, some improvement has been recently recorded. During the past year the proportion of respondents that expected unemployment to decline in the year ahead rose from 11 to 21 percent, while the proportion that expected further increases in unemployment declined from 50 to 41 percent in the October survey. This small improvement nonetheless leaves unemployment expectations at very unfavorable levels, with three-in-four families expecting unemployment to remain unchanged or to increase further from its current record level.

The October 1982 survey found consumers more concerned with unemployment than inflation as the major economic problem facing the nation by the widest margin recorded during the past decade. Among all families, 67 percent thought unemployment was the more serious economic problem in the October 1982 survey, more than three times the 20 percent that selected inflation.

Overall confidence in government economic policies to combat unemployment and inflation was unchanged in the October survey from one month earlier, remaining near the lowest levels recorded under the Reagan administration. Among all families, 21 percent rated government economic policies favorably in October, up from 19 percent in September, but well below the 31 percent recorded in October 1981. Families more frequently rated government economic policies unfavorably in October 1982 (33 percent) than one month (31 percent) or one year earlier (25 percent).

Interest Rate Declines Improve Outlook for Economy

In contrast to the widespread and persistent concern with unemployment, the September and October 1982 surveys recorded significant increases in reports of lower interest rates. In October 1982, 17 percent mentioned hearing news of interest rate reductions (up from 3 percent one year earlier), while the proportion that mentioned high interest rates fell to 3 from 10 percent during the last year. Favorable references to interest rate trends in the September and October 1982 surveys were the highest ever recorded in the history of these surveys. Moreover, consumers expected interest rates to continue their recent decline in the year ahead by more than a two-to-one margin (48 versus 22 percent). This increased awareness and attention to interest rate trends is due not only to the recent high levels of interest rates, but also to their variability during the past several years.

Twice as many consumers now expect business conditions to improve rather than worsen during the year ahead. Among all families, 40 percent expected the economy to improve in October, up from 36 percent in September, and 31 percent in October 1981. The proportion that expected business conditions to worsen fell to 20 percent in October 1982 from 25 percent one year earlier. When asked why they thought the economy would improve or worsen, respondents in October more frequently expected interest rate declines to help improve the economy (15 percent, up from 6 percent one year earlier). Interestingly, unfavorable references to the impact that government economic policies had on the economy also declined to 8 percent of all respondents in October, down from 12 percent in September 1982, while favorable references to government economic policies held at 11 percent for the third consecutive month.

Long term business expectations improved during the past few months, and were less pessimistic in October 1982 than any time during the past year. The proportion that expected bad times financially over the longer term fell to 49 percent in the October 1982 survey from 57 percent one year earlier. The proportion of families that expected good times financially in the economy as a whole during the next five years was 32 percent, up from 28 percent in September 1982 and 24 percent in October 1981.

These trends indicate that despite the expected improvement in business conditions, the return of good times financially to the economy as a whole is not soon expected.

Buying Attitudes Improve

Attitudes toward buying conditions for houses improved significantly during the last three months. From July to October 1982, the proportion of families that held favorable attitudes toward buying conditions for houses rose from 15 to 32 percent, while the proportion holding unfavorable attitudes fell from 76 to 62 percent. Although still unfavorable by a substantial margin, the October 1982 survey recorded more favorable house buying attitudes than at any time since October 1980. The major factor responsible for this improvement has been interest rate declines. When respondents were asked to explain their views on house buying conditions, references to high mortgage rates fell from 82 percent in July to 60 percent in the October 1982 survey, while expectations of lower mortgage rates rose from 4 to 23 percent.

The recent improvement in house buying attitudes is similar to the improvement recorded in mid-1980 when market interest rates underwent a steep decline. From May to August 1980 house buying attitudes improved sharply as mentions of high interest rates declined from 75 to 41 percent, and expectations of lower mortgage rates increased from 6 to 28 percent. Unfortunately, unlike market interest rates, the decline in mortgage rates was marginal and short- lived. As a result, house buying attitudes quickly reverted to record low levels. The recent improvement in house buying attitudes will likewise be sensitive to actual trends in mortgage rates.

In addition to the more favorable mortgage rate outlook, market conditions for houses have also improved due to more favorable price perceptions. In the October 1982 survey the availability of lower housing prices was mentioned by 17 percent of all families--the highest reading in almost two decades. At the same time, complaints about high housing prices declined to 21 percent in October, the lowest level recorded in the past decade.

Declines in interest rates also led to significant improvements in car buying attitudes. The proportion of all families that held favorable car buying attitudes increased to 44 percent in October, up from 40 percent in September and 37 percent one year earlier. Unfavorable car buying attitudes fell to 46 percent in October, from 49 percent in September and 53 percent in October 1981. The primary reason given by consumers for this improved outlook involved lower interest rates. Among all families, the proportion that mentioned high interest rates fell to 19 percent in October 1982 from 32 percent in July (the all-time record level), while mentions of lower interest rates increased to 11 from 5 percent during the past three months.

During the past year consumer perceptions of car prices have also improved. In the October 1982 survey more families made favorable references to the availability of lower prices and discounts than made unfavorable references to high prices (29 versus 26 percent). Compared with a year earlier, the proportion of families that mentioned lower prices rose from 20 to 29 percent, while the proportion of families that mentioned high prices fell to 26 percent from 36 percent. Such a favorable view of car prices has been recorded only rarely during the past several decades.

Attitudes toward buying conditions for large household durables improved in the October survey from one month earlier, but unlike car and house buying attitudes, remained less favorable than one year earlier. The proportion of all families that rated durable buying conditions favorably rose to 46 percent in October 1982, up from 42 percent in September, but well below the 52 percent recorded in October 1981. Unfavorable durable buying attitudes fell to 40 percent in October from 44 percent one month earlier, but remained above the 35 percent recorded in October 1981. The recent small improvement has been due to fewer complaints of high interest rates (falling from 24 to 16 percent during the past three months), while mentions of the availability of lower interest rates rose marginally to 5 from 2 percent three months earlier. The relatively smaller impact of favorable interest rate trends on buying attitudes toward durables reflects both less dependence on credit purchases and less responsiveness in the interest rates charged on credit card accounts.

Consumers Await Interest Rate Declines

Declines in interest rates have been a prevalent expectation during most of 1982. Recent declines in market interest rates have acted to confirm these expectations, and left consumers more resistant to the current rates charged on consumer loans. The October 1982 survey recorded continued widespread postponement of purchases due to high interest rates. Among all families in the October 1982 survey, 35 percent said they had postponed purchases, unchanged from the September reading (see Tables A and B). Vehicles were the type of purchase most frequently postponed, reported by 15 percent, up from 12 percent three months earlier. Despite the widely announced declines in the market rates, the median interest rate reported as the rate that would have been charged on the postponed purchases was 17.6% in October 1982, a figure that has remained largely unchanged in the past year. These surveys thus offer no evidence that consumers have yet experienced significantly lower rates on consumer loans.

Declines in Inflation Improve Personal Finances

Consumer evaluations of their current financial situation remained unfavorable in the October 1982 survey, although they have improved somewhat during the past several months and have regained year earlier levels. Among all families, 34 percent reported that their financial situation had improved, up from 31 percent in September 1982 and October 1981. The proportion of families in the October survey that reported financial reversals declined to 39 percent from 42 percent in September, but remained somewhat above the 36 percent recorded one year earlier. Fewer families mentioned the adverse impact of inflation on their household budgets, falling from 33 percent in October 1981 to 23 percent in October 1982--the lowest level recorded in more than four years. Compared with last October, families more frequently reported income declines (16 to 21 percent), as well as income increases (28 to 32 percent).

Families have increasingly come to expect financial improvement in the year ahead. In the October 1982 survey, more than twice as many families expected improvement rather than financial declines in the year ahead--35 versus 16 percent. This represents the most optimistic personal financial outlook recorded during the past five years, largely due to more favorable real income expectations. Fewer families in October 1982 expected their income to remain unchanged or decline during the year ahead (37 percent) than one month earlier (43 percent).

* * *

The October 1982 survey contained 687 interviews completed between September 27 and October 27, 1982.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	June 1980	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982
Postponed Purchases:[a]	15%	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%
Vehicles	5	11	15	12	10	12	12	12	13	14	15
House, home repairs	2	11	15	10	11	12	11	9	10	9	10
Household durables	7	8	8	10	10	8	7	9	11	9	8
Other	1	4	5	6	7	8	5	5	7	6	6
No postponed purchase	84	67	62	66	66	67	68	68	62	63	65
DK; NA	1	3	1	1	1	*	1	2	2	2	*
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than half of one percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

											October 1982		
Postponed Purchsases	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Vehicles	House, Real Estate	Household Durables
All households	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	15%	10%	8%
Interest rate that would have been charged on postponed purchase													
Median	17.3%	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.3%	16.7%	18.4%
Highest interest willing to pay to make purchases													
Median	11.8%	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.7%	11.4%	11.9%
Difference between interest rate charged and willing to pay													
Median	4.6%	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.3%	4.7%	6.5%

The questions asked were: June 1980: "The government has recently imposed some controls on the use of credit. Are you (and your family living there) putting off any kinds of purchases because of the new credit controls?" and "What purchases are being delayed?"

October 1981 to September 1982: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

NOVEMBER 1982

MONITORING
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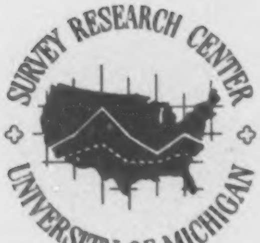
SURVEY RESEARCH CENTER
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Institute for Social Research

TABLES AND CHARTS

NOVEMBER 1982

The November 1982 survey is the 170th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

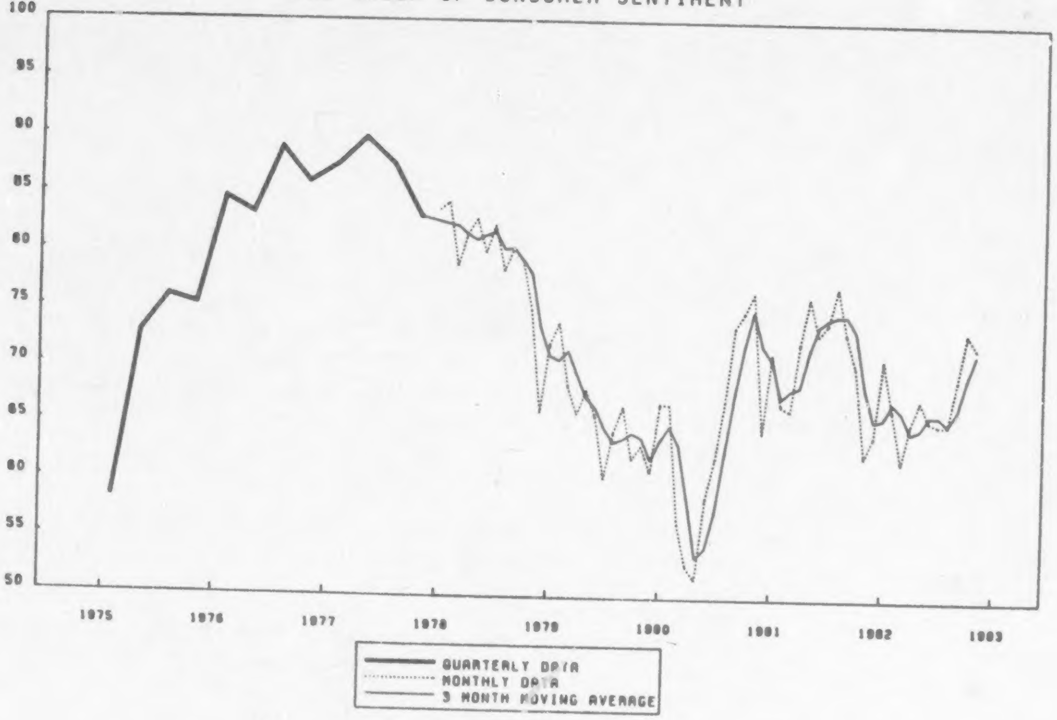


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

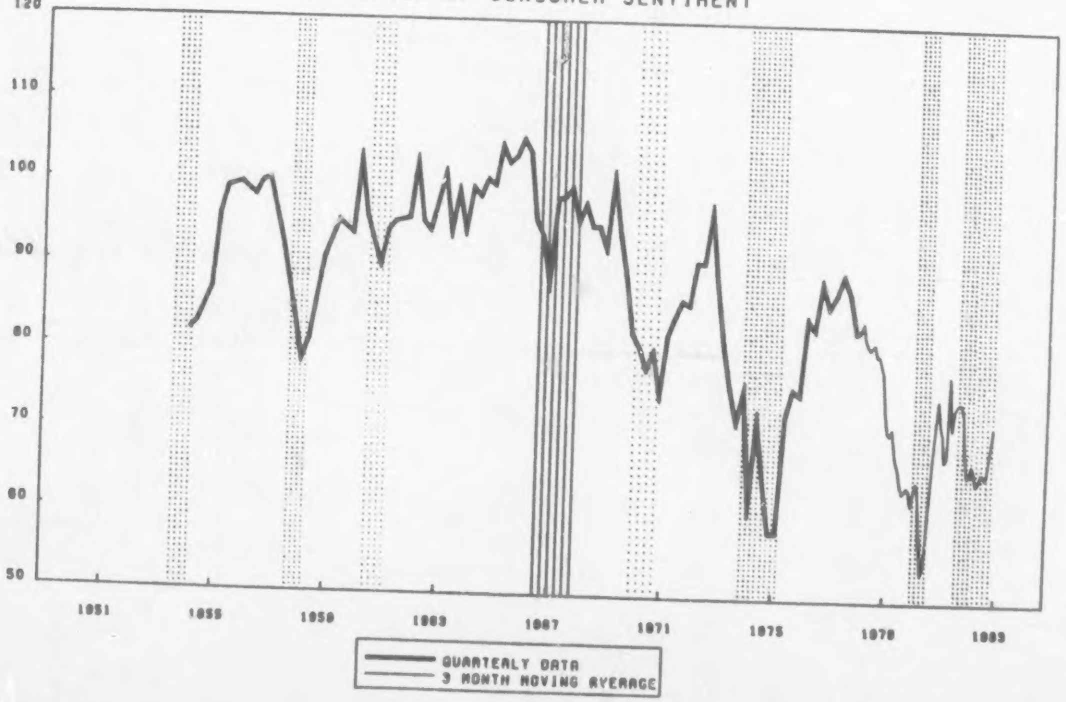


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
November 1979	63.3	68.3	69.9
December 1979	61.0	66.2	73.2
January 1980	67.0	70.8	70.9
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

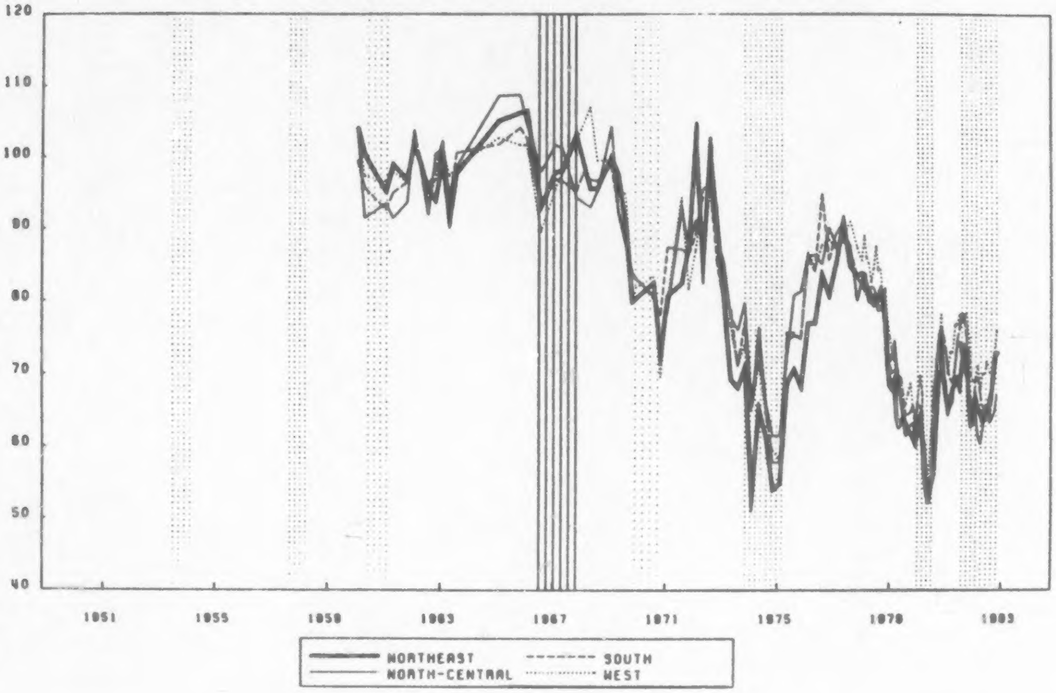


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

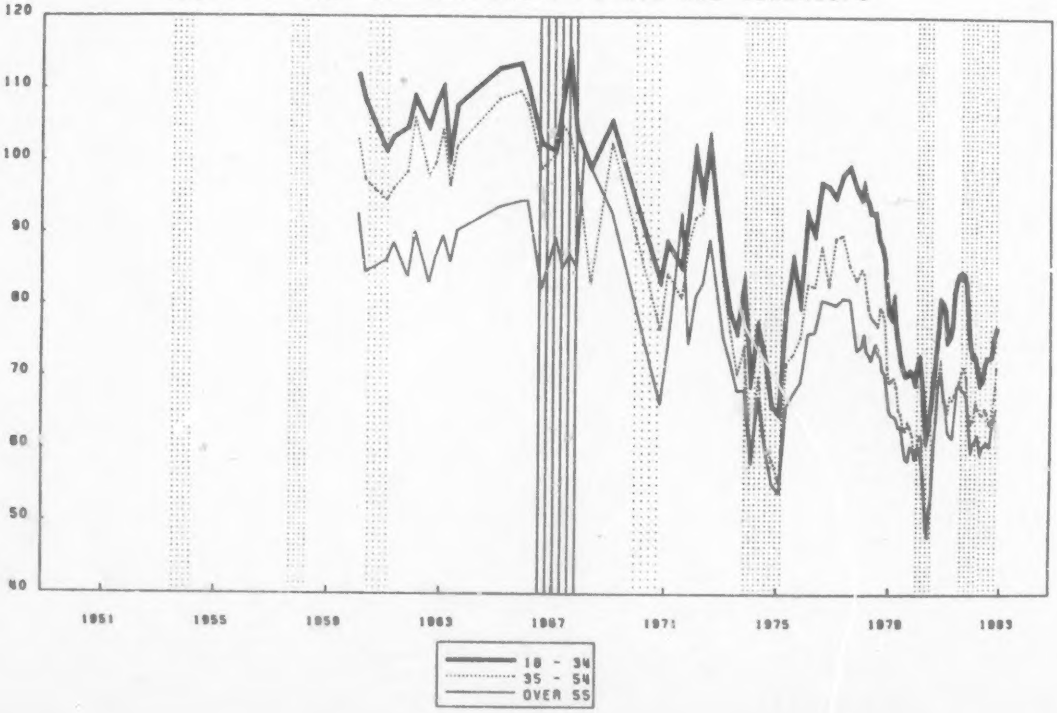


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
November 1979	59.8	64.1	65.8	61.9	70.8	60.7	57.3
December 1979	61.7	59.5	59.7	64.6	68.1	57.1	59.3
January 1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February 1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March 1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April 1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May 1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

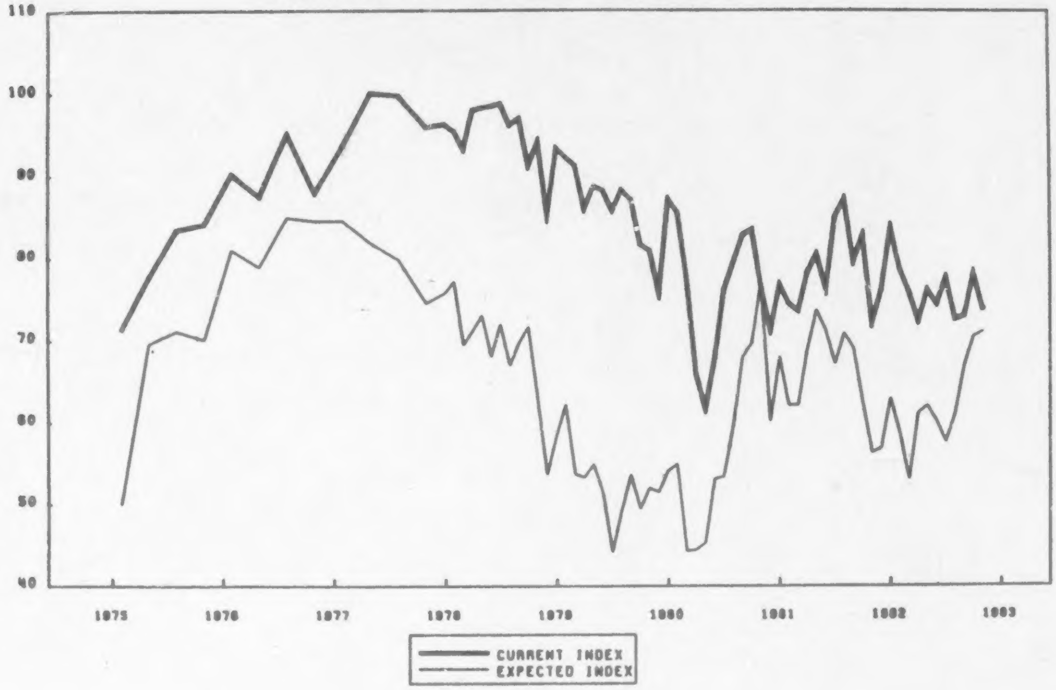


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

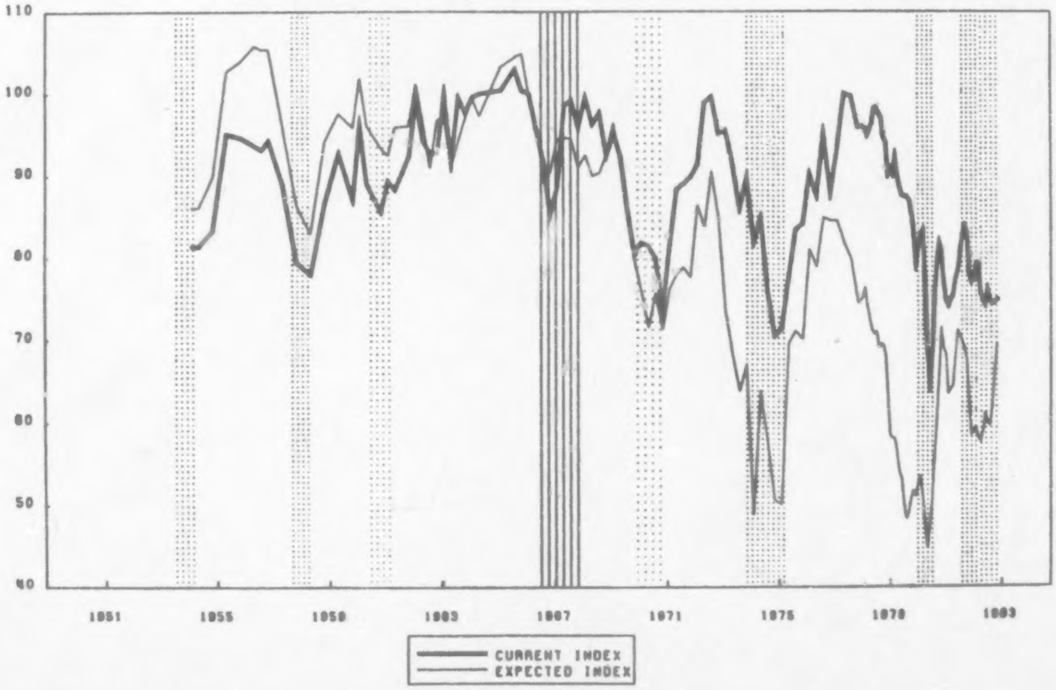


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
	Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
November 1979	86	97	52	54	120	80.9	52.0
December 1979	83	101	50	50	110	75.8	51.5
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

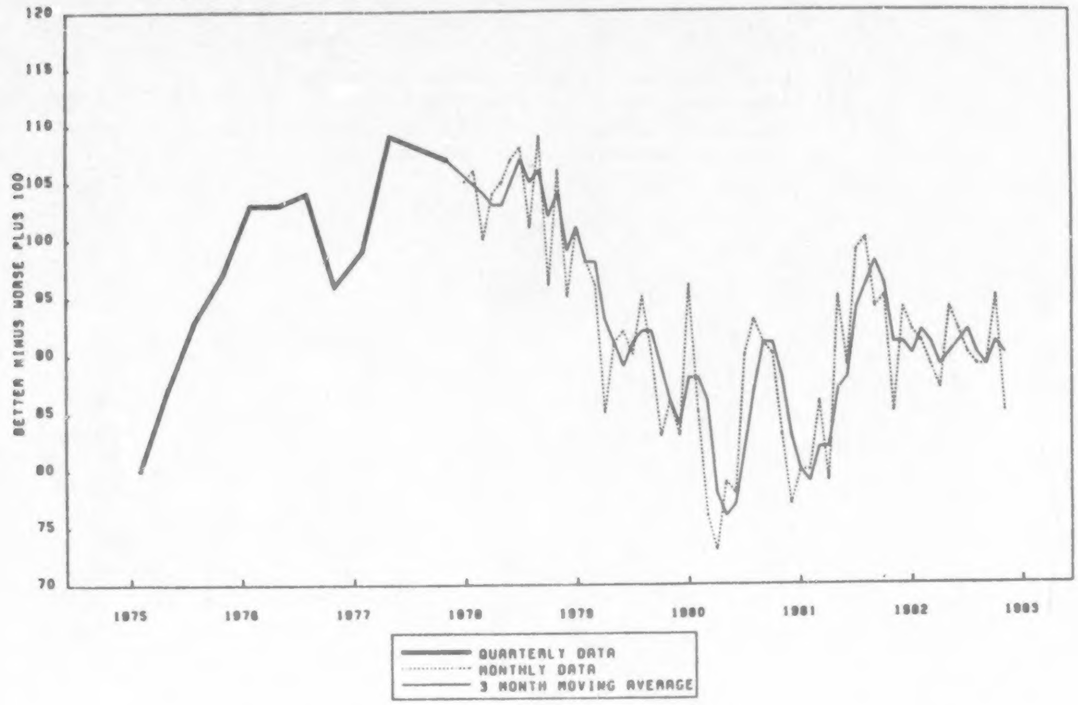


CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

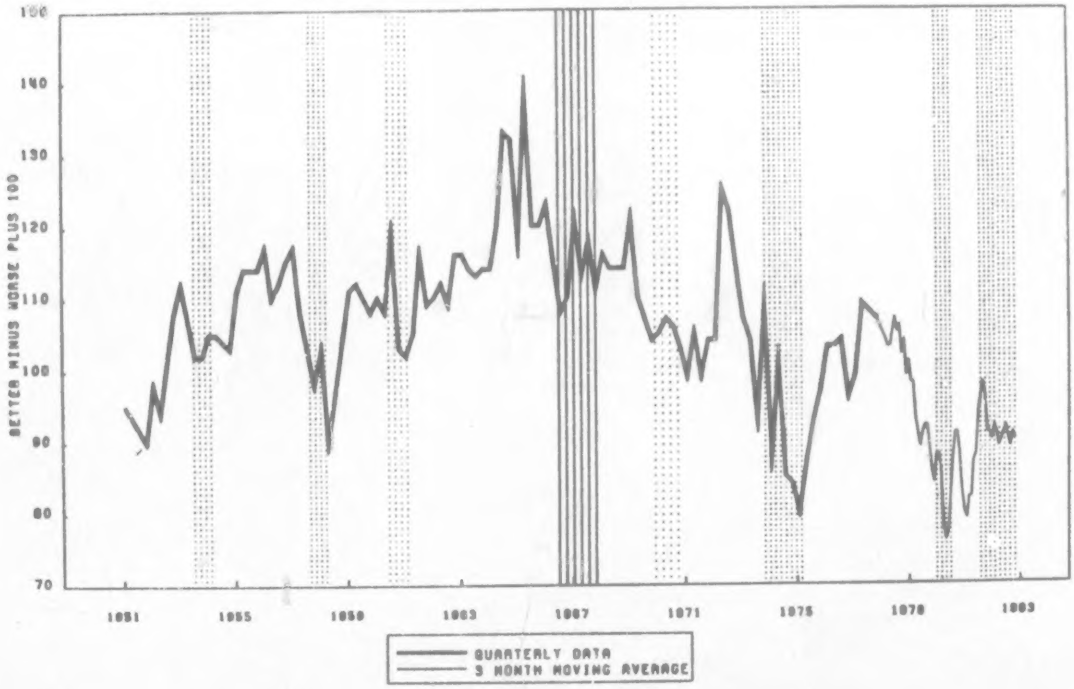


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER OFF	29%	32%	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%
SAME	27	29	28	30	27	33	32	32	28	30	27	27	23
WORSE OFF	44	38	40	39	42	40	37	38	41	40	42	39	46
DK,NA	*	1	*	1	*	*	*	*	*	1	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

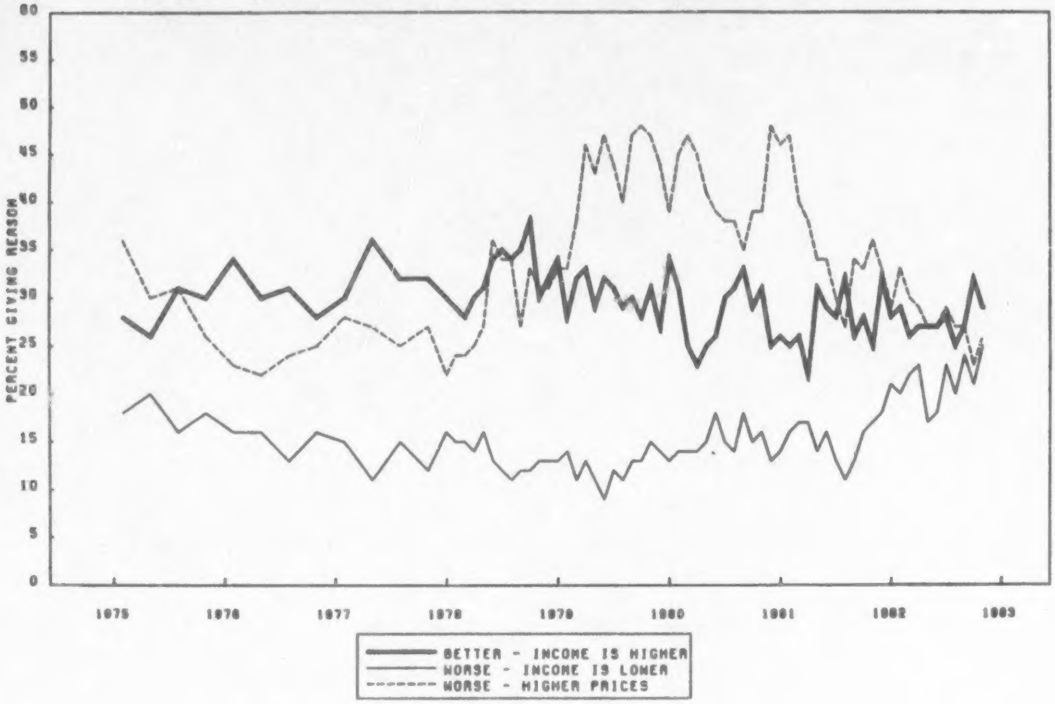


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

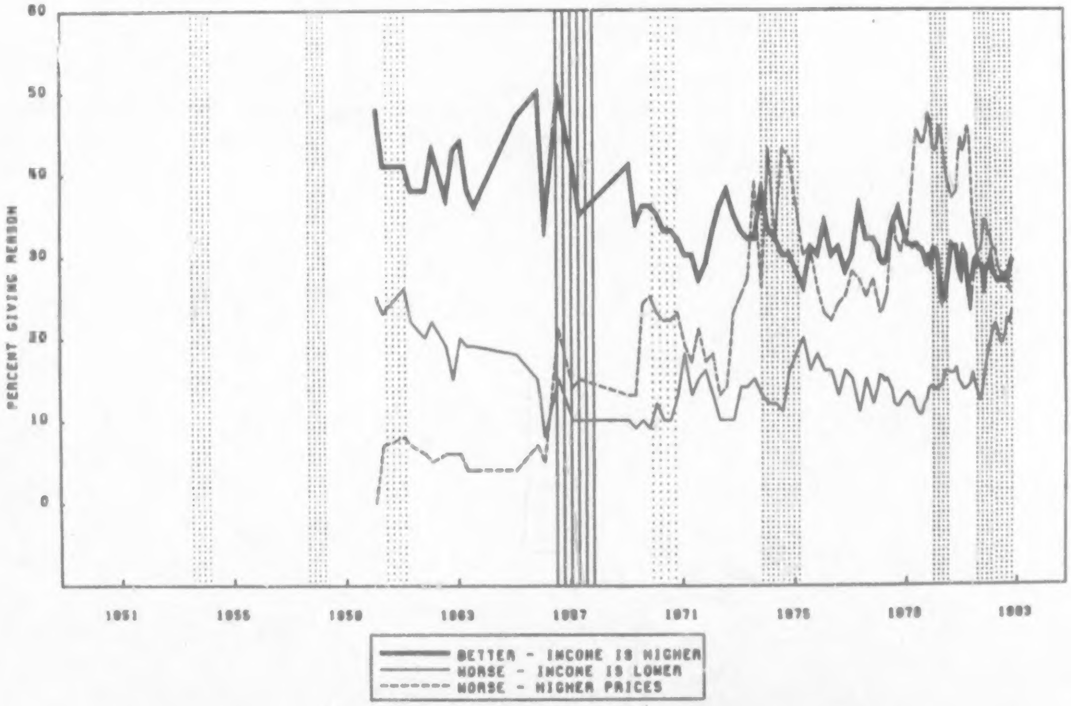


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER OFF THAN YEAR AGO:													
Income is higher	25%	32%	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%
WORSE OFF THAN YEAR AGO:													
Income is lower	17	18	21	20	22	23	17	18	23	20	24	21	25
Higher prices	36	33	29	33	30	29	27	27	29	27	27	23	26

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

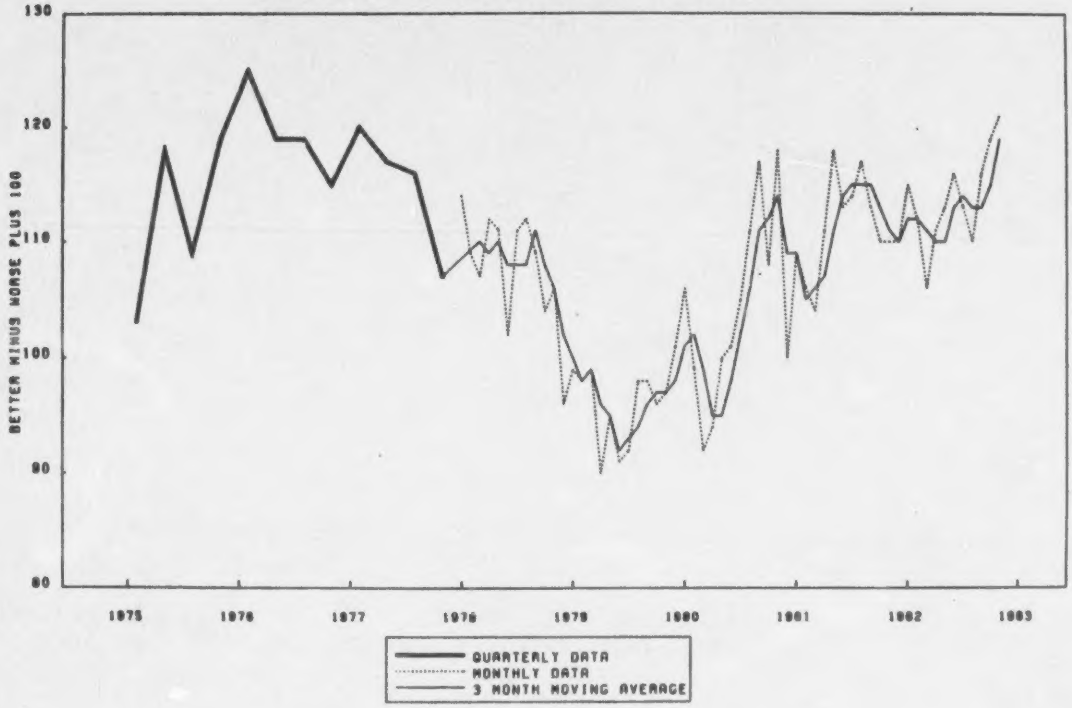


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

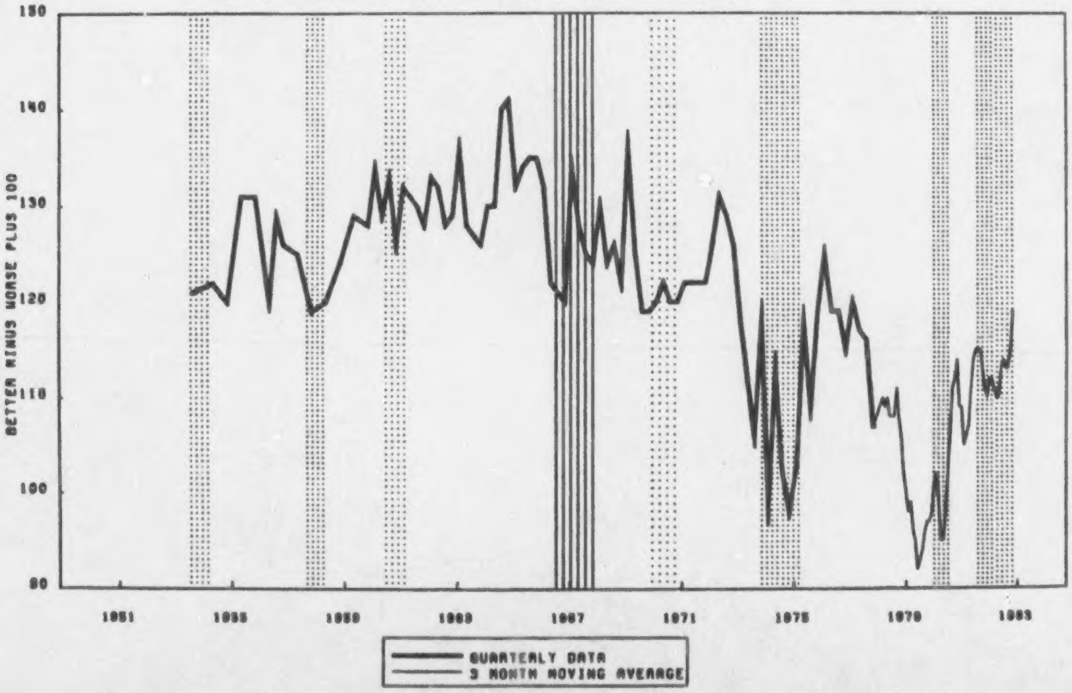


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER OFF	30%	30%	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%
SAME	46	48	46	47	48	45	49	45	49	46	48	45	43
WORSE OFF	20	20	18	18	21	20	17	18	17	20	17	16	16
DK,NA	4	2	3	5	4	4	4	3	4	4	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

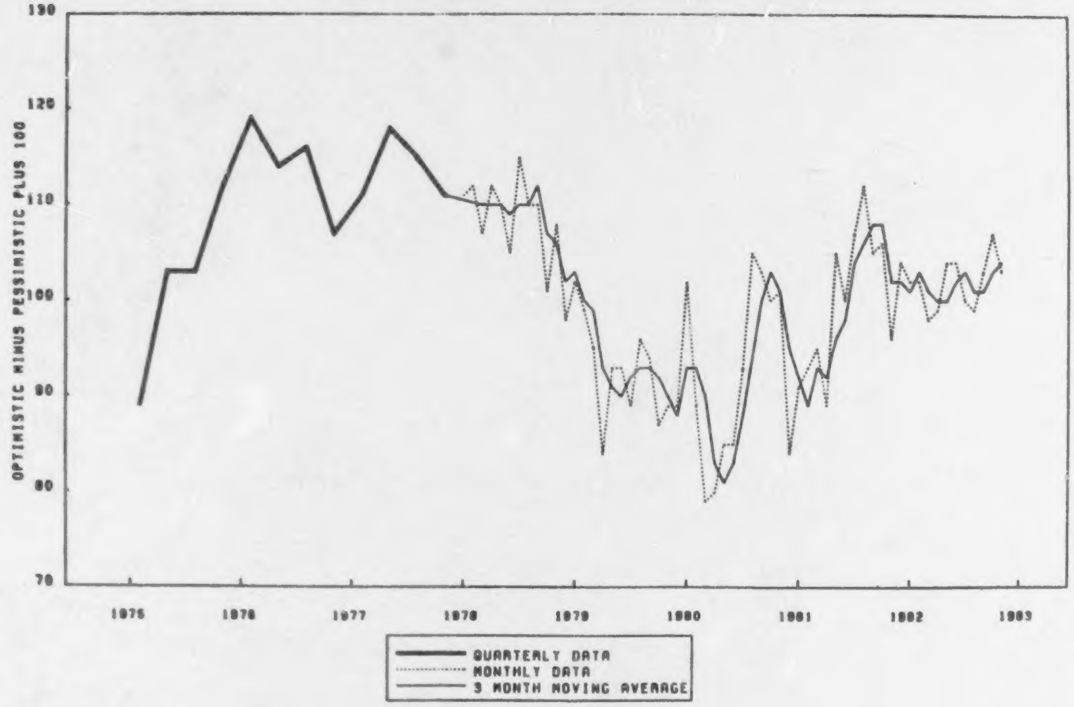


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

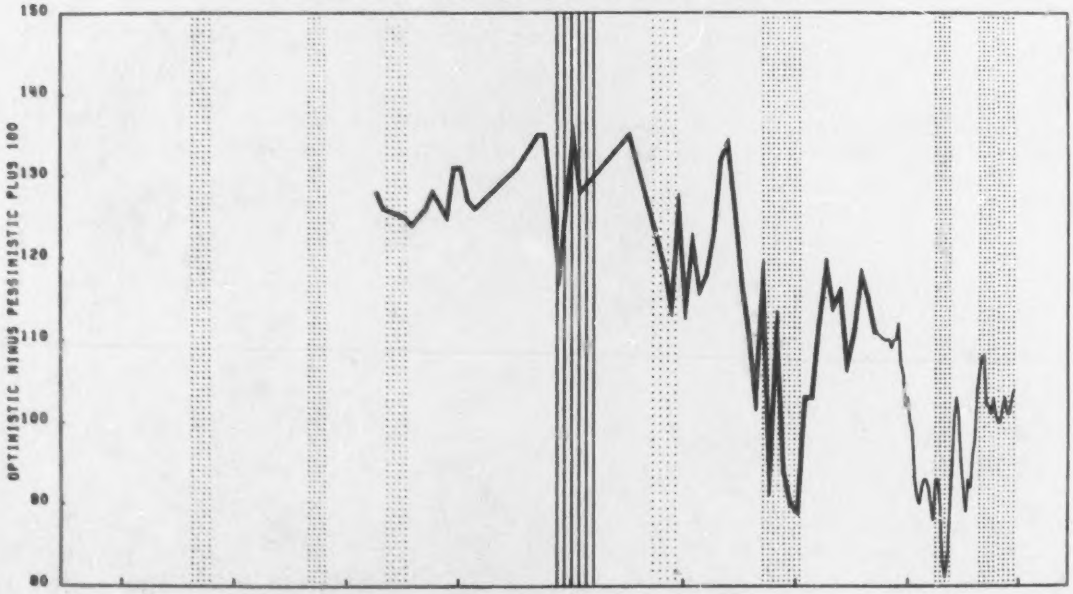


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	13%	13%	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%
Intermittent increase (b)	19	25	21	19	22	20	23	22	19	18	21	20	19
Remain unchanged (c)	14	14	15	18	14	17	17	16	17	18	16	14	12
Intermittent decline (d)	23	22	23	20	22	21	22	23	23	21	22	21	22
Continuous decline (e)	13	12	11	12	13	12	11	9	11	13	11	10	10
Mixed change (f)	14	11	12	11	14	14	9	13	11	11	12	12	18
DK,NA	4	3	3	5	4	4	4	3	4	4	3	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES

MEDIAN EXPECTED CHANGE IN FAMILY INCOME

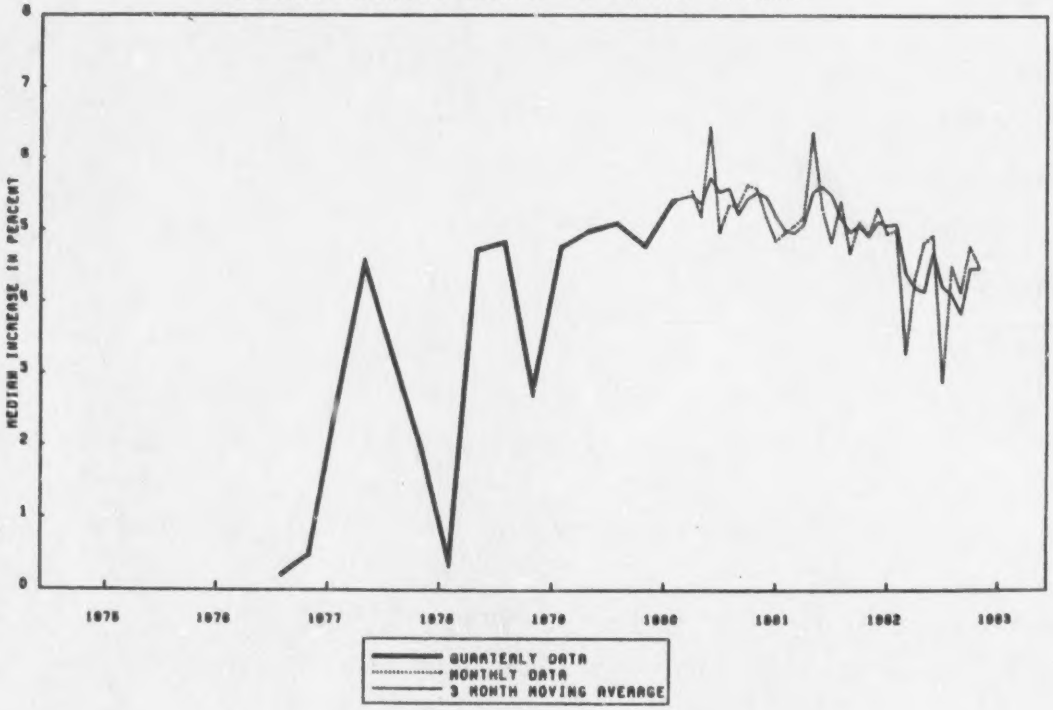


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
EXPECT INCREASE:													
1-4%	5%	5%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%
5%	9	9	10	9	8	10	9	11	8	7	9	9	9
6-9%	8	10	11	12	9	8	11	13	10	12	9	11	7
10-24%	23	24	22	22	19	19	20	20	17	18	21	18	19
25% or more	8	8	7	6	7	7	8	7	6	7	7	8	9
DK how much up	4	6	4	6	6	6	7	4	6	6	4	7	6
EXPECT SAME	25	21	23	25	25	24	24	21	27	24	30	23	27
EXPECT DOWN	15	15	14	13	18	18	15	17	16	15	13	14	14
DK,NA	3	2	2	2	3	1	1	1	1	3	1	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

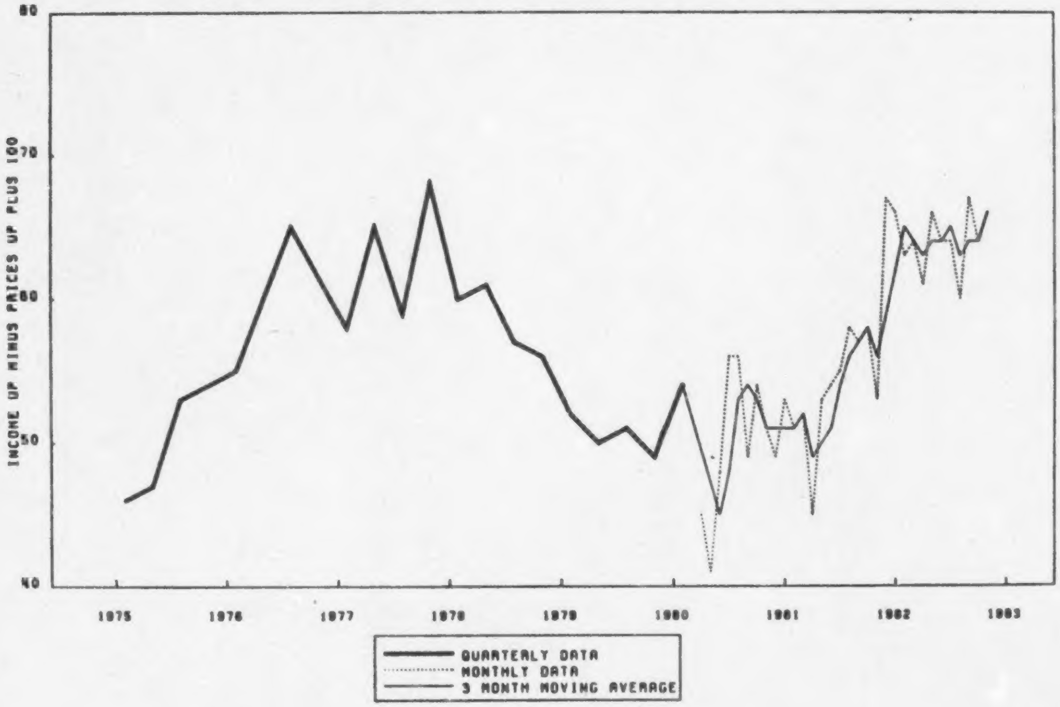


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
INCOME UP MORE	12%	17%	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%
INCOME UP SAME	27	32	30	30	31	32	29	31	29	30	32	27	33
PRICES UP MORE	59	50	51	53	52	53	52	52	53	54	50	54	50
DK,NA	2	1	2	1	1	1	1	1	1	2	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

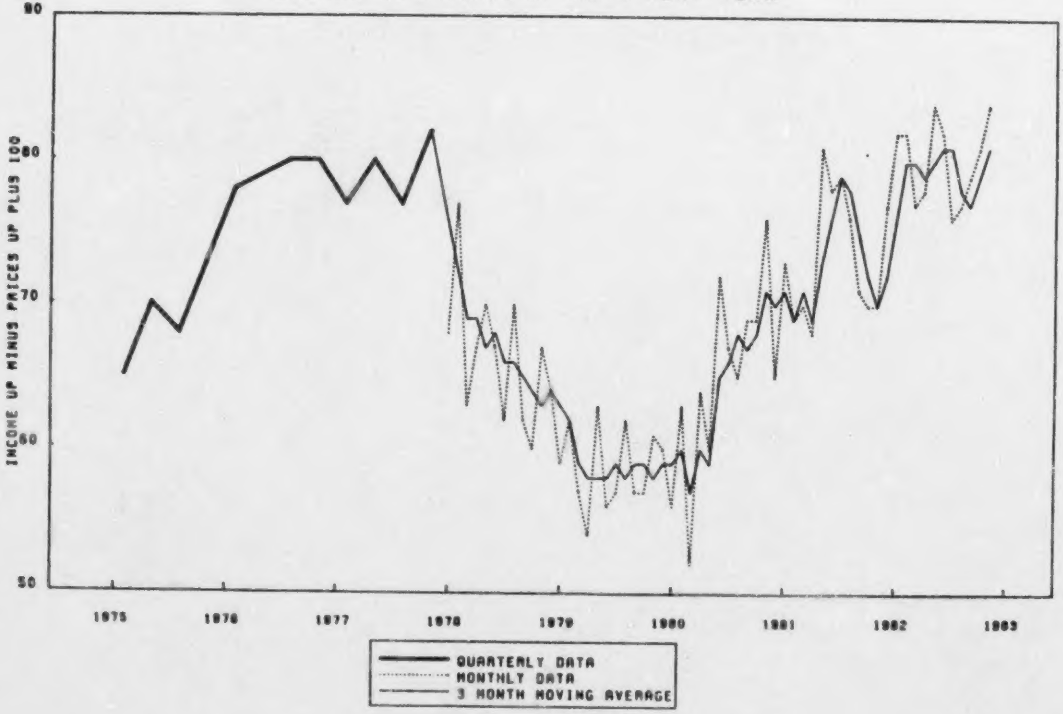


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
INCOME UP MORE	13%	17%	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%
INCOME UP SAME	41	41	45	40	41	42	43	43	41	40	37	42	42
PRICES UP MORE	43	40	35	38	39	39	35	36	40	40	41	37	35
DK,NA	3	2	3	2	4	2	3	3	3	3	2	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

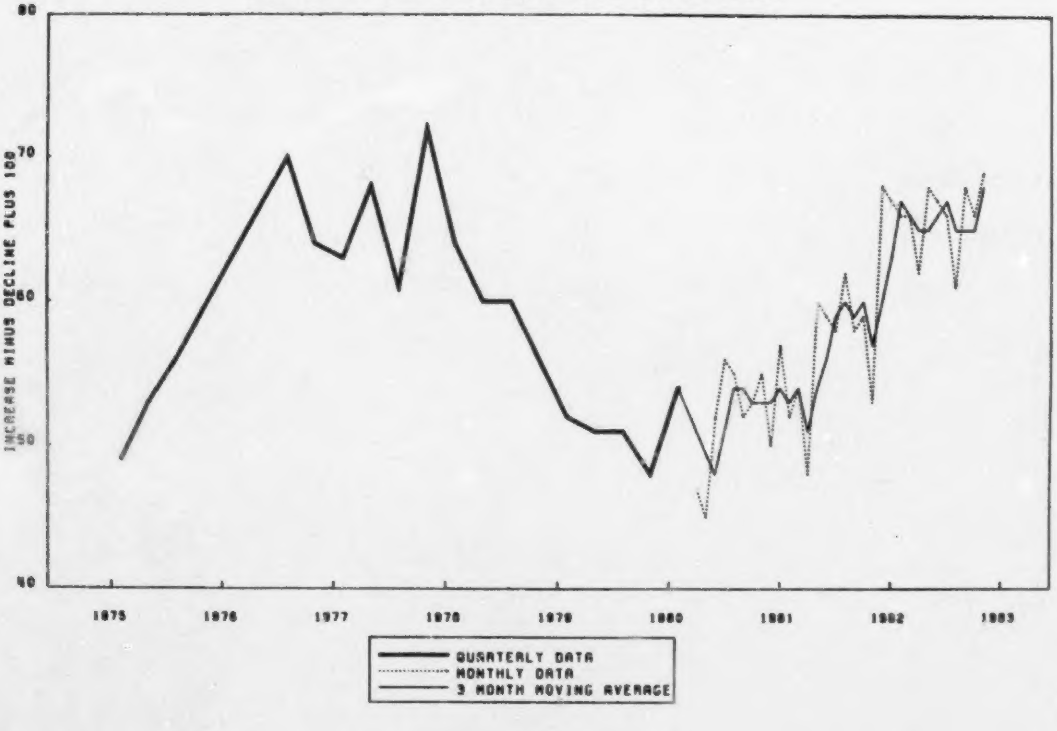


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
REAL INCOME PROGRESS:													
Continuous increase (a)	5%	8%	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%
Intermittent increase (b)	8	12	11	9	10	9	8	11	11	8	12	10	10
Remain unchanged (c)	17	19	19	20	20	19	20	19	19	19	18	17	19
Intermittent decline (d)	26	22	25	22	21	25	24	24	21	23	21	23	25
Continuous decline (e)	34	30	28	30	30	30	26	28	32	32	32	30	25
Mixed change (f)	6	6	5	8	8	6	9	7	5	6	5	8	7
DK,NA	4	3	3	2	4	3	3	3	4	4	3	3	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

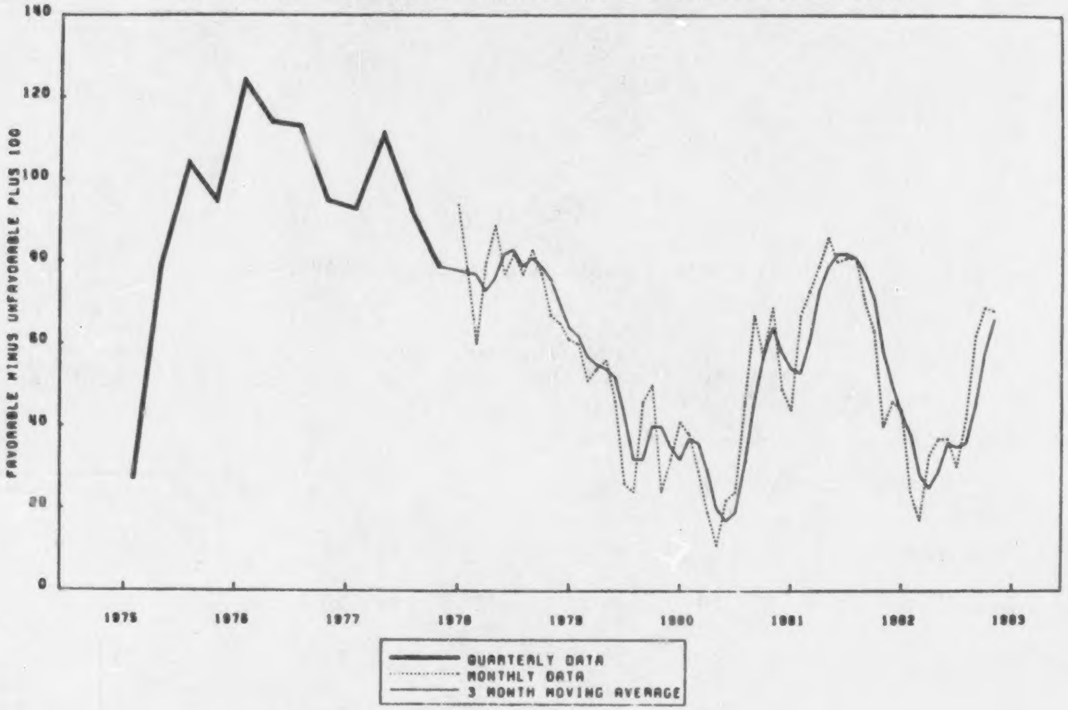


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

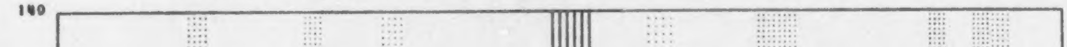


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE NEWS	14%	23%	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%
UNFAVORABLE NEWS	74	77	79	96	101	90	86	87	90	86	78	70	72
NO MENTIONS	43	37	33	29	26	29	31	31	31	26	26	29	29

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

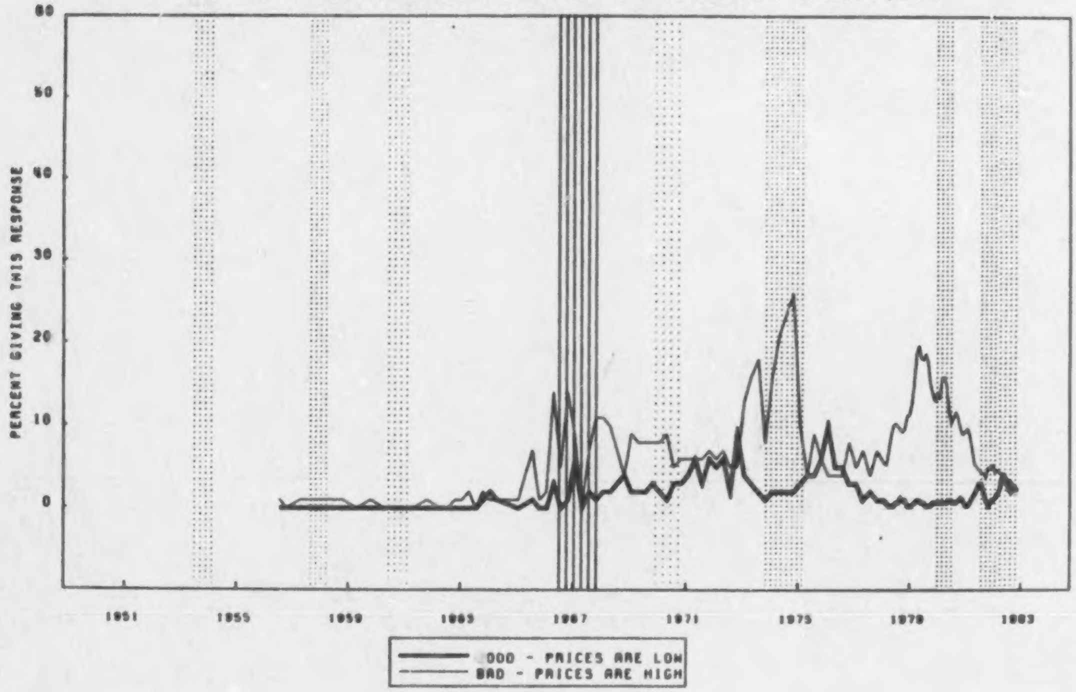


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

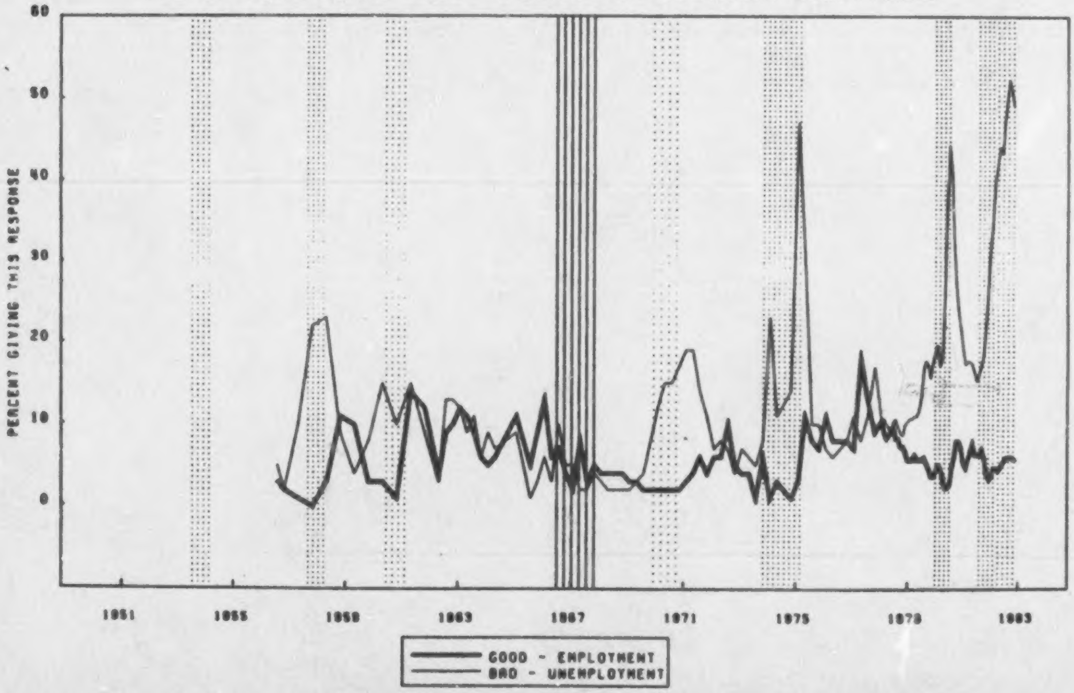


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE NEWS:													
Government; elections	3%	4%	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%
Employment	2	4	5	5	4	4	6	6	5	7	6	5	6
Consumer demand high	1	1	1	*	*	2	2	3	2	3	1	2	2
Prices are low	*	1	2	1	2	4	5	3	2	2	2	3	2
Credit is easy	4	10	6	5	3	5	3	2	3	9	17	17	18
UNFAVORABLE NEWS:													
Government; elections	3	4	5	6	7	5	4	4	4	4	4	3	2
Unemployment	28	32	35	40	46	41	45	44	52	53	52	48	47
Consumer demand low	10	11	11	14	12	11	8	9	8	6	5	5	7
Prices are high	7	4	5	4	5	4	4	4	3	3	4	1	3
Credit is tight	11	8	6	8	10	10	6	8	9	6	3	3	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

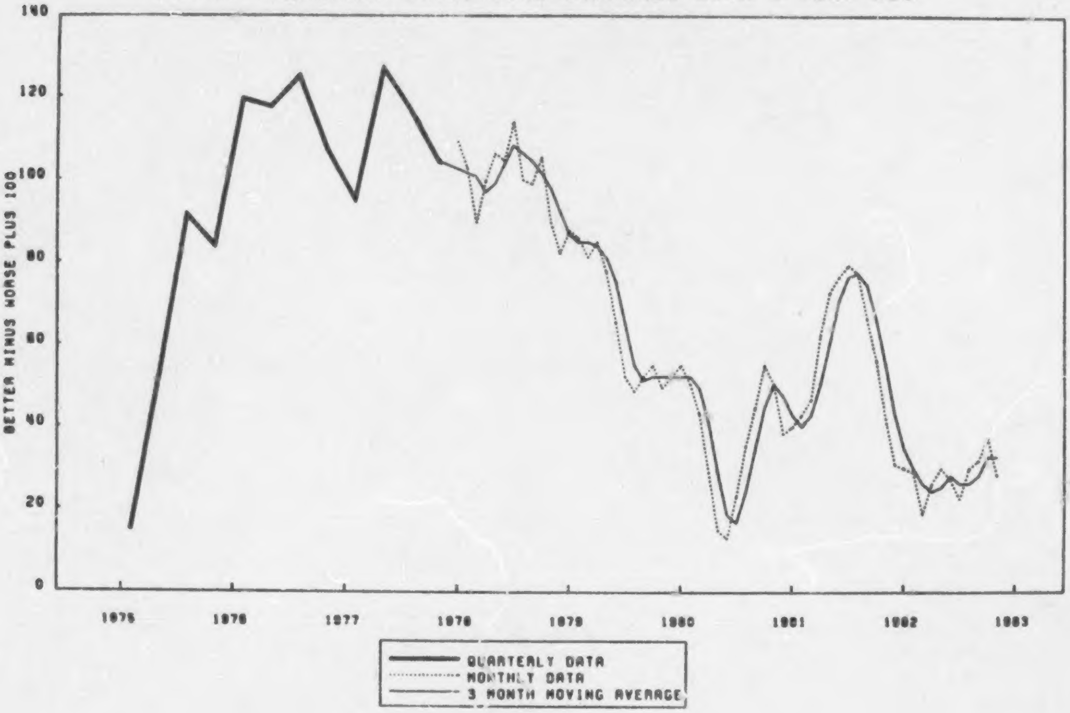


CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

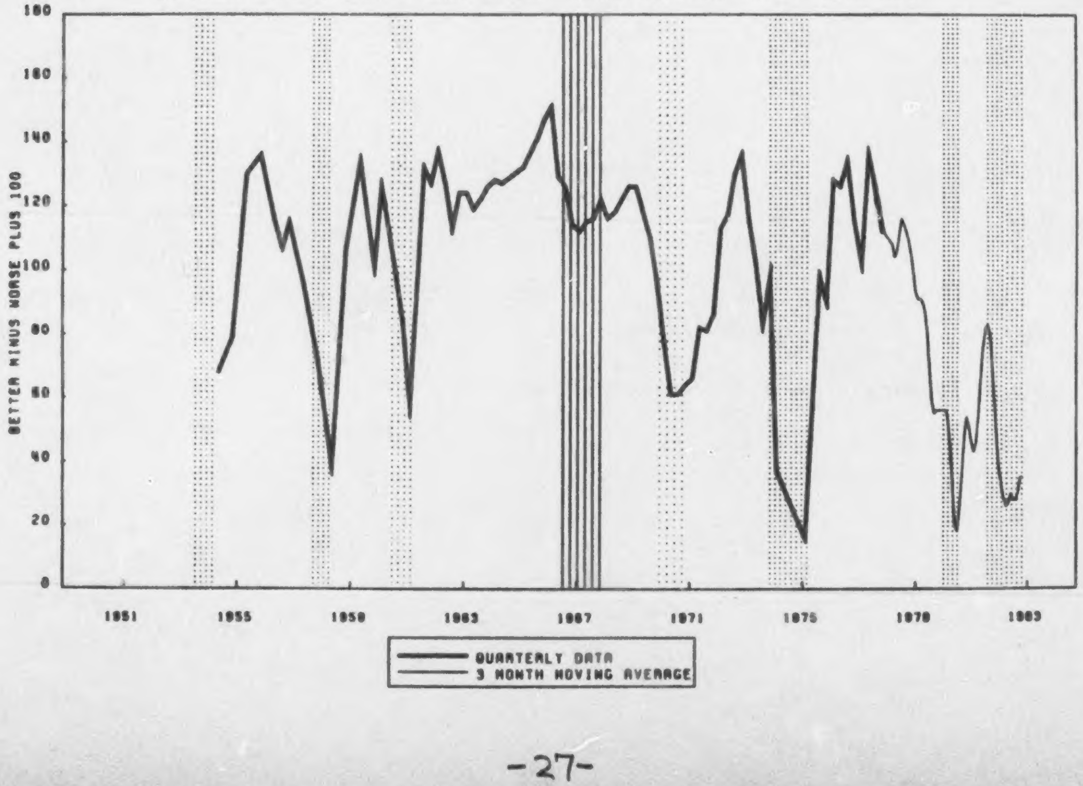


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER NOW	15%	13%	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%
SAME	12	6	8	8	5	9	6	6	8	6	8	9	5
WORSE NOW	70	80	79	80	87	81	80	82	83	80	79	75	82
DK,NA	3	1	2	1	1	1	2	1	2	2	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

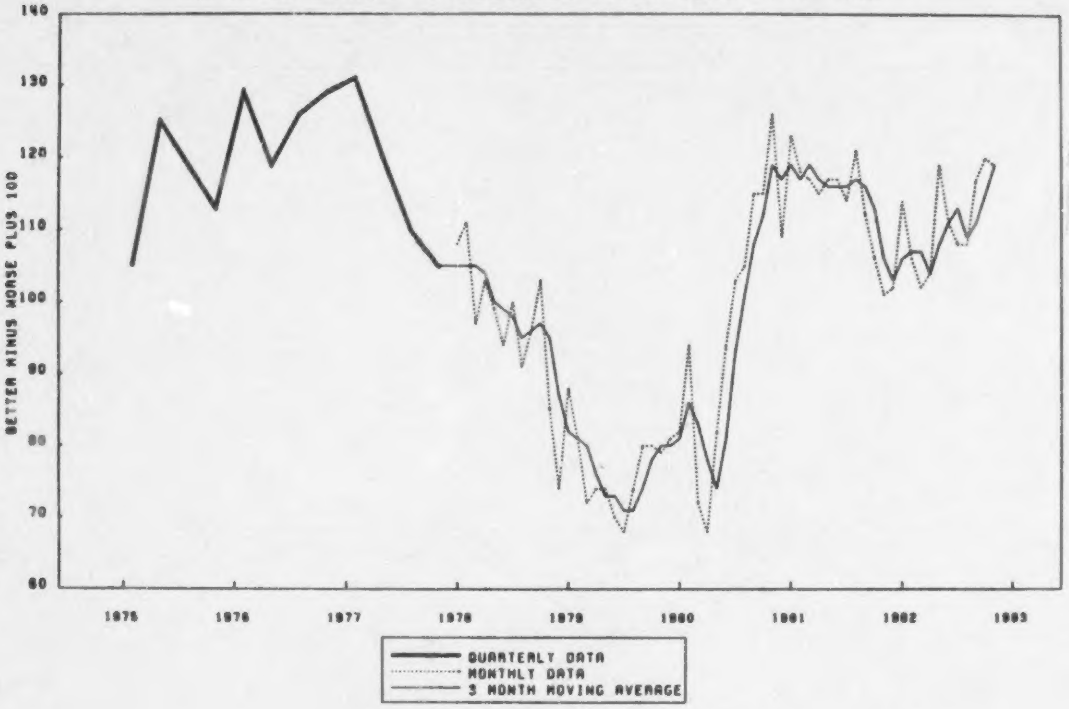


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

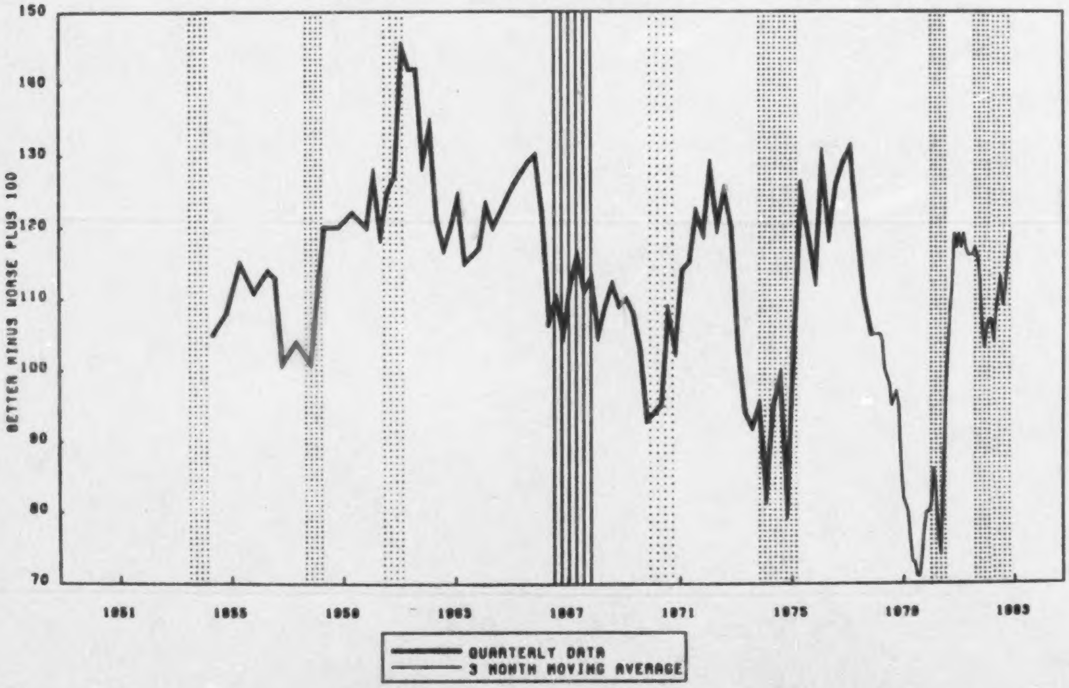


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
BETTER	27%	31%	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%
SAME	44	37	36	36	42	38	39	34	41	43	43	36	41
WORSE	26	29	24	28	27	28	20	26	25	23	19	20	19
DK,NA	3	3	2	2	2	2	2	3	1	3	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

CHART16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

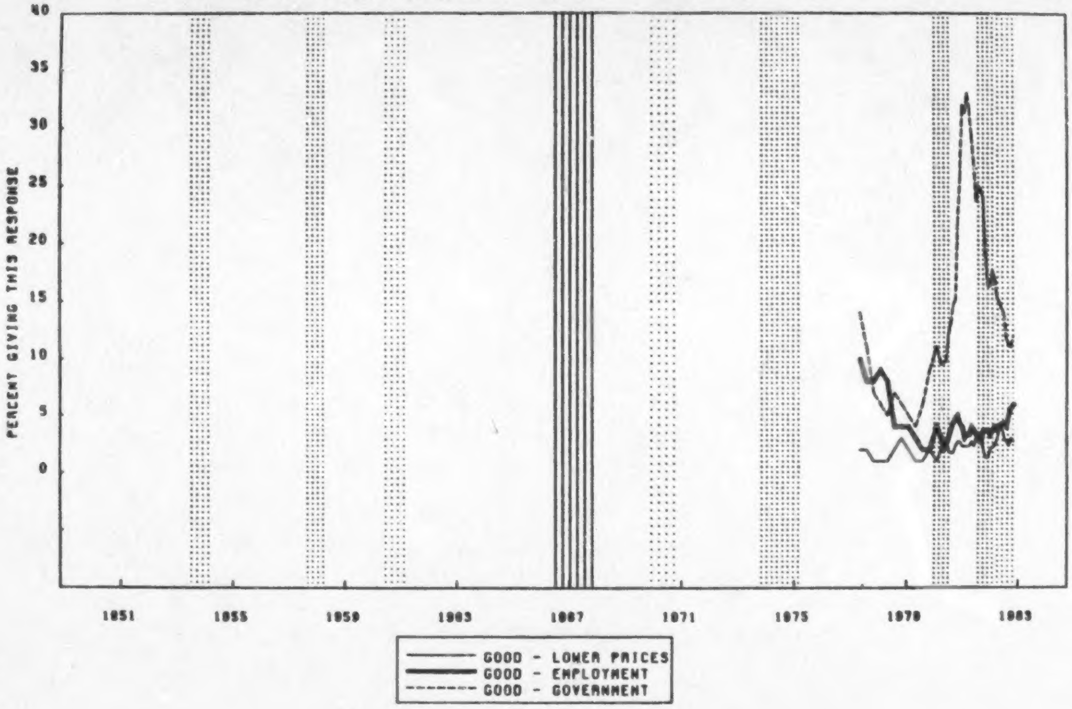


CHART16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

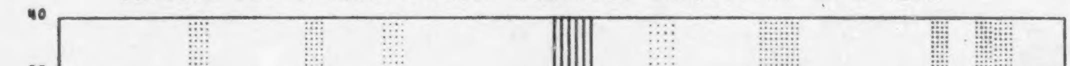


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
FAVORABLE REASONS:													
Government; elections	15%	15%	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%
Employment	3	2	5	4	3	4	5	4	4	4	7	6	5
Higher consumer demand	2	3	3	2	3	3	4	6	3	3	3	4	4
Lower prices	1	2	3	2	2	5	4	3	2	2	3	4	1
Easier credit	7	9	5	5	7	7	10	9	5	8	13	15	12
UNFAVORABLE REASONS:													
Government; elections	10	12	11	12	13	13	12	12	14	12	12	8	8
Unemployment	12	15	12	16	15	14	15	18	16	16	13	14	18
Lower consumer demand	6	7	6	7	9	7	4	6	5	3	5	3	5
Higher prices	8	8	5	6	6	4	4	5	6	5	4	3	2
Tighter credit	5	4	4	7	7	5	6	10	9	6	7	3	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

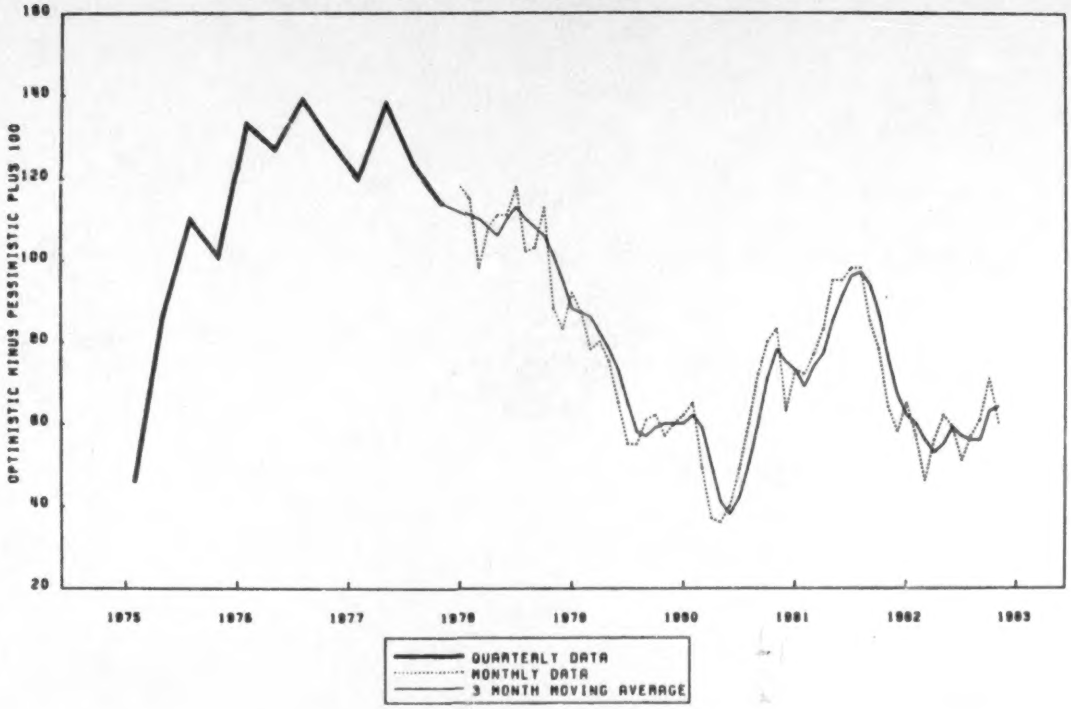


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

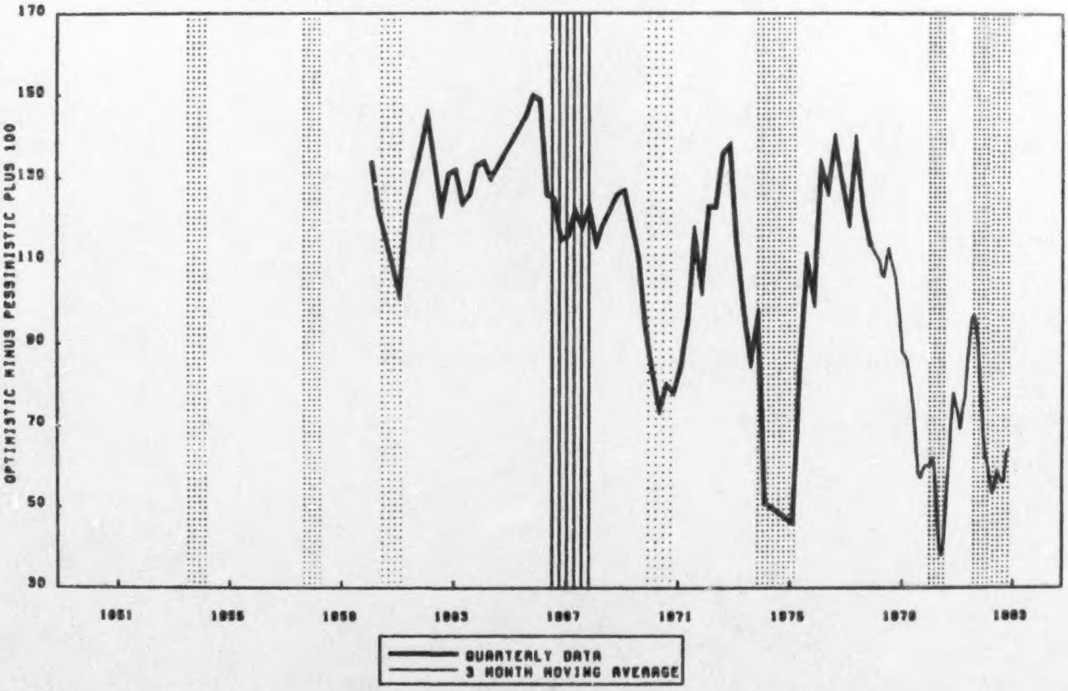


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
TREND:													
Continuous increase (a)	6%	5%	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%
Intermittent increase (b)	11	8	9	6	5	7	6	6	5	7	6	9	7
Remain unchanged (c)	6	3	3	4	2	4	3	2	3	3	4	3	1
Intermittent decline (d)	31	29	27	30	37	30	33	29	36	35	36	29	37
Continuous decline (e)	22	26	23	25	26	26	19	24	23	22	17	19	18
Mixed change (f)	18	25	29	26	23	24	28	30	25	22	27	26	27
DK,NA	6	4	3	3	3	4	3	3	3	4	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

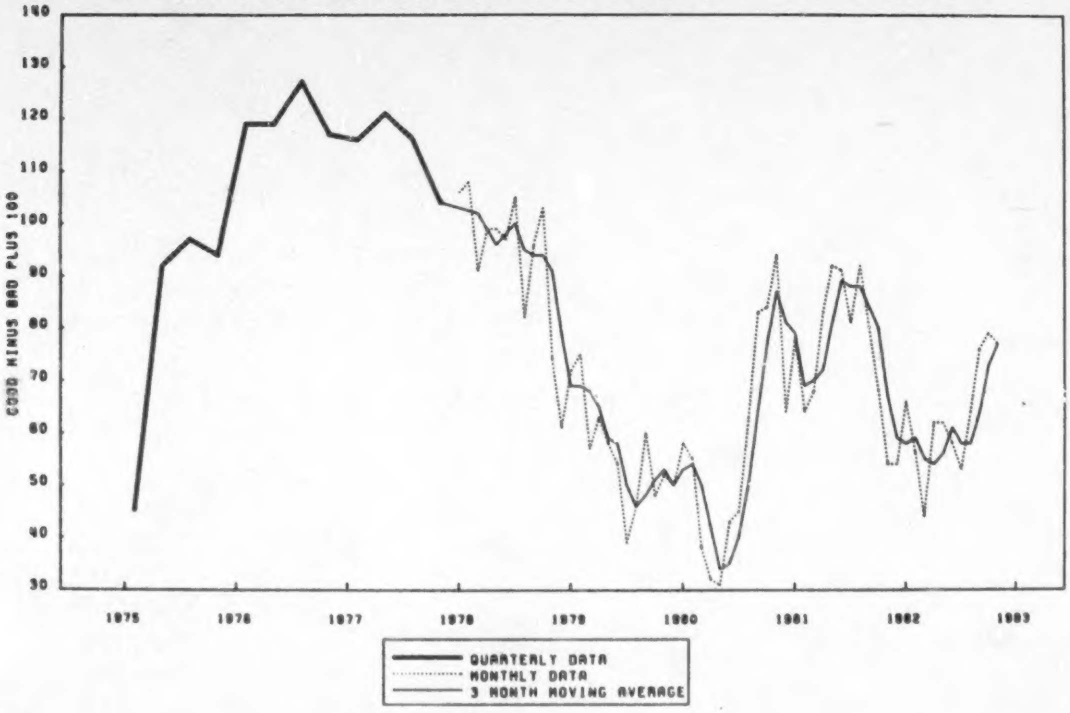


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

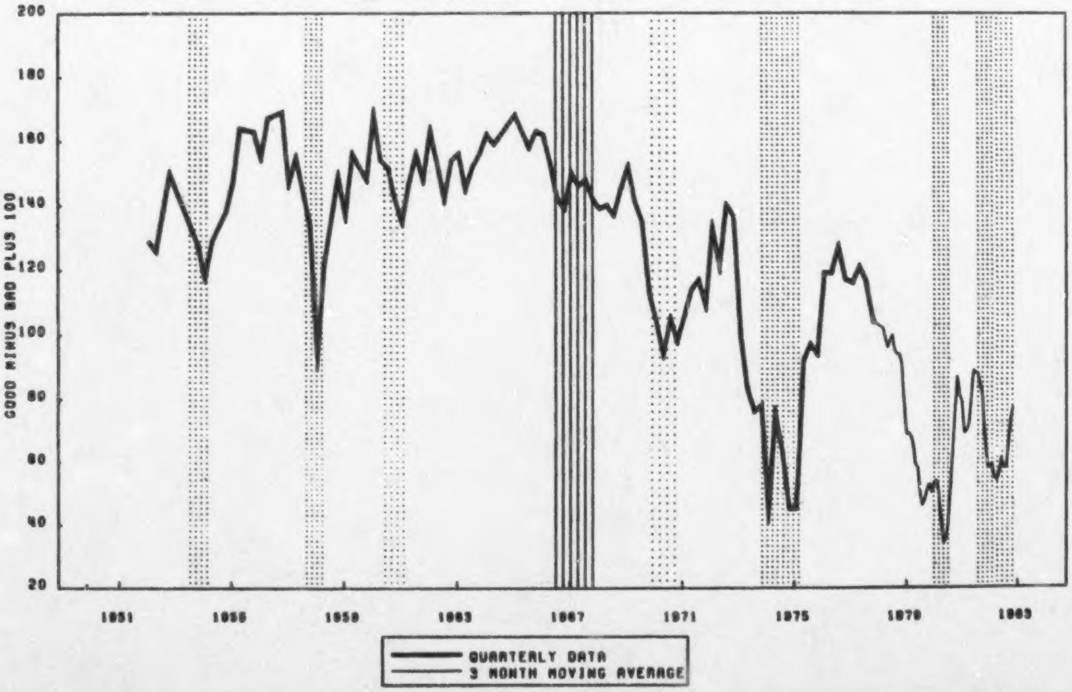


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIMES	21%	23%	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%
UNCERTAIN; GOOD & BAD	4	2	1	2	2	1	1	1	2	5	4	3	4
BAD TIMES	67	69	64	67	73	66	65	67	70	62	57	56	56
DON'T KNOW	6	4	3	4	3	4	4	4	3	3	4	4	3
NOT ASCERTAINED	2	2	2	4	5	1	3	3	2	4	2	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

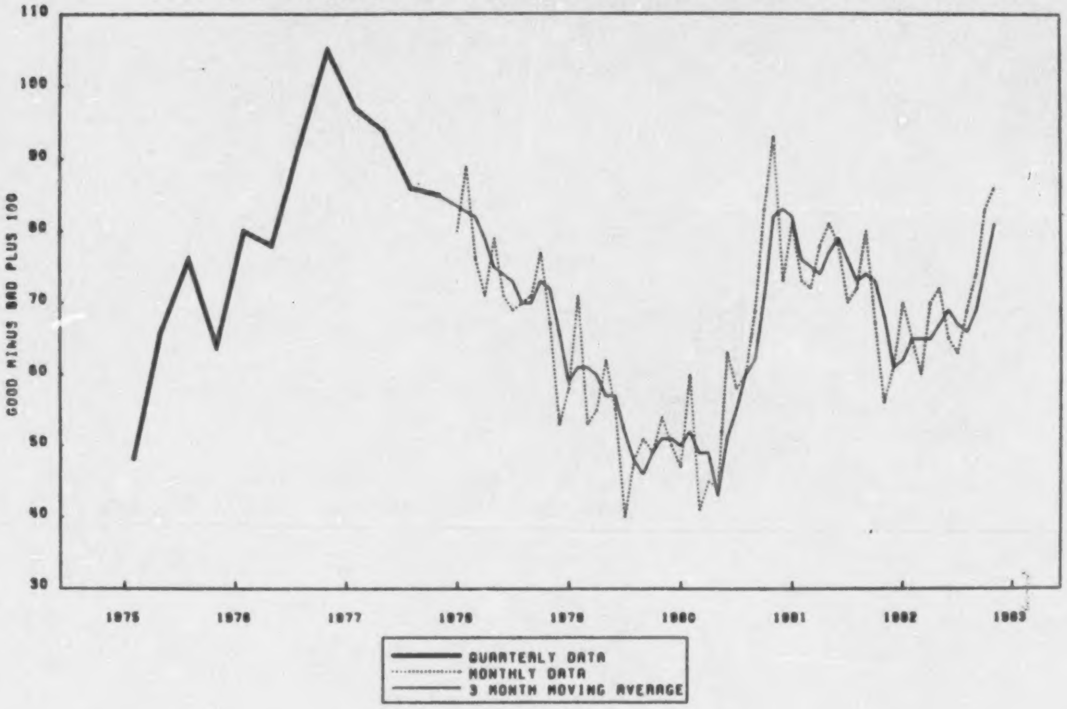


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

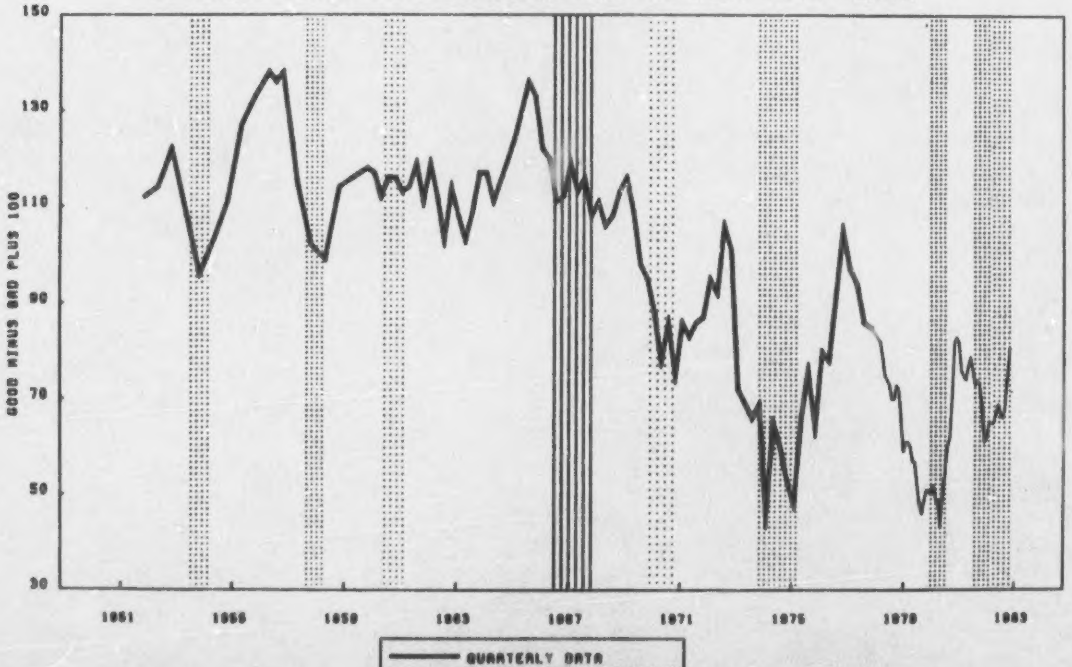


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIMES	18%	20%	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%
UNCERTAIN; GOOD & BAD	17	17	11	13	13	13	13	12	15	15	14	14	14
BAD TIMES	62	59	58	59	62	55	55	59	59	54	54	49	47
NOT ASCERTAINED	3	4	3	4	3	7	5	5	4	8	4	5	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

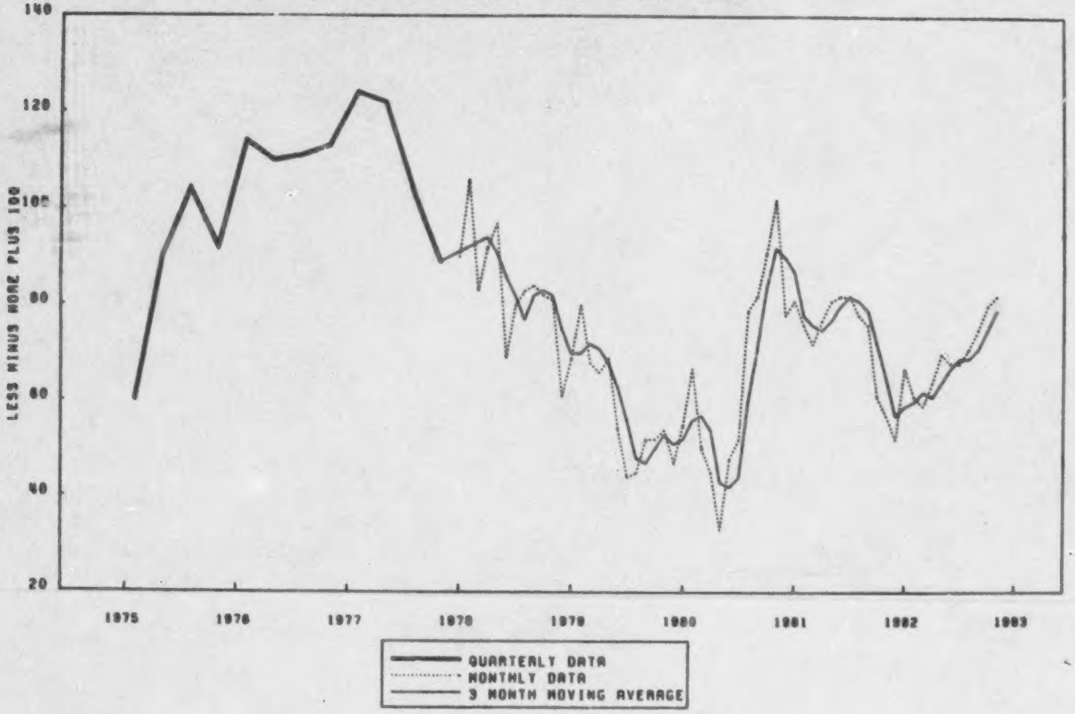


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

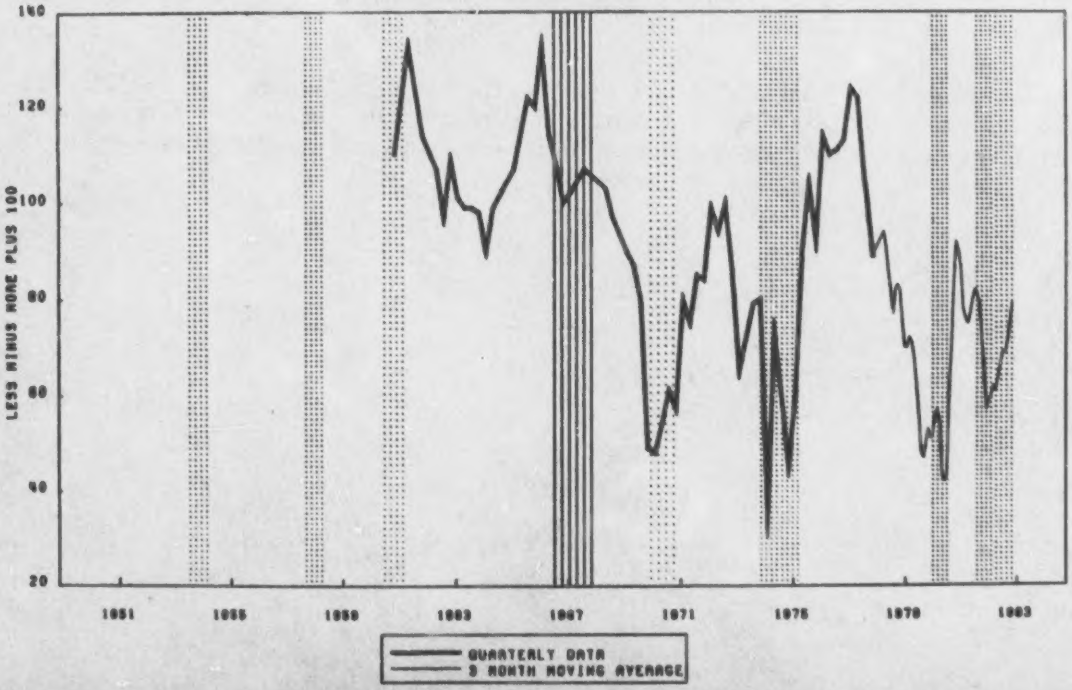


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
LESS	11%	11%	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%
SAME	33	28	34	33	32	34	35	35	35	35	38	36	42
MORE	54	59	49	52	54	50	47	48	48	46	43	41	37
DK,NA	2	2	1	2	1	2	1	1	1	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

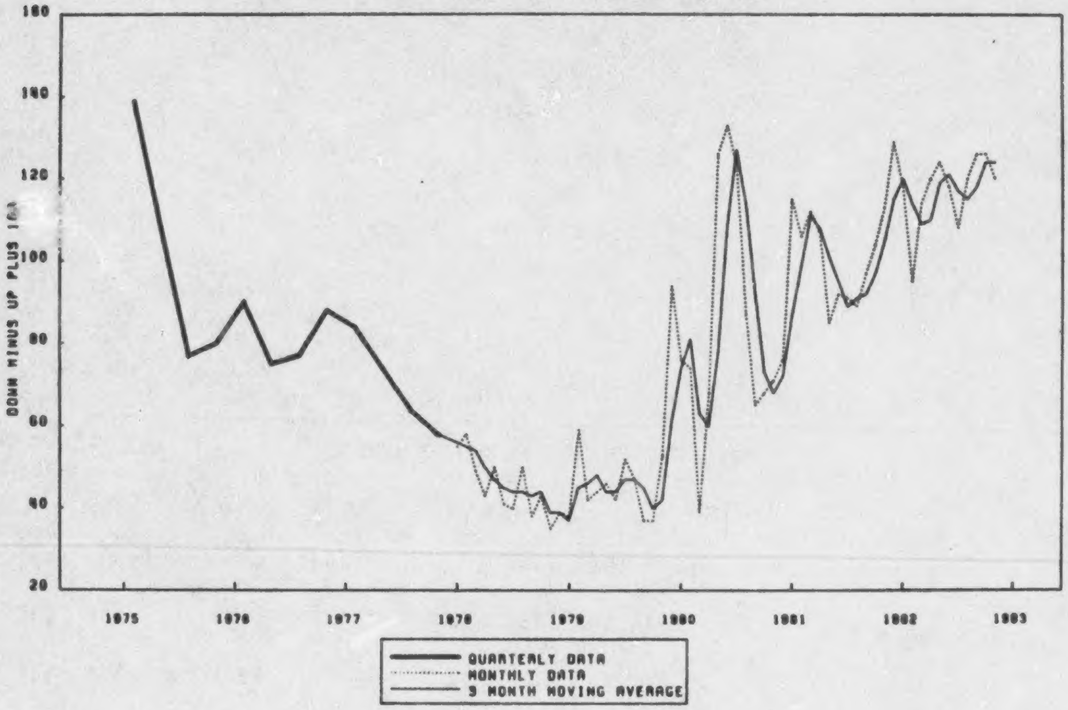


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

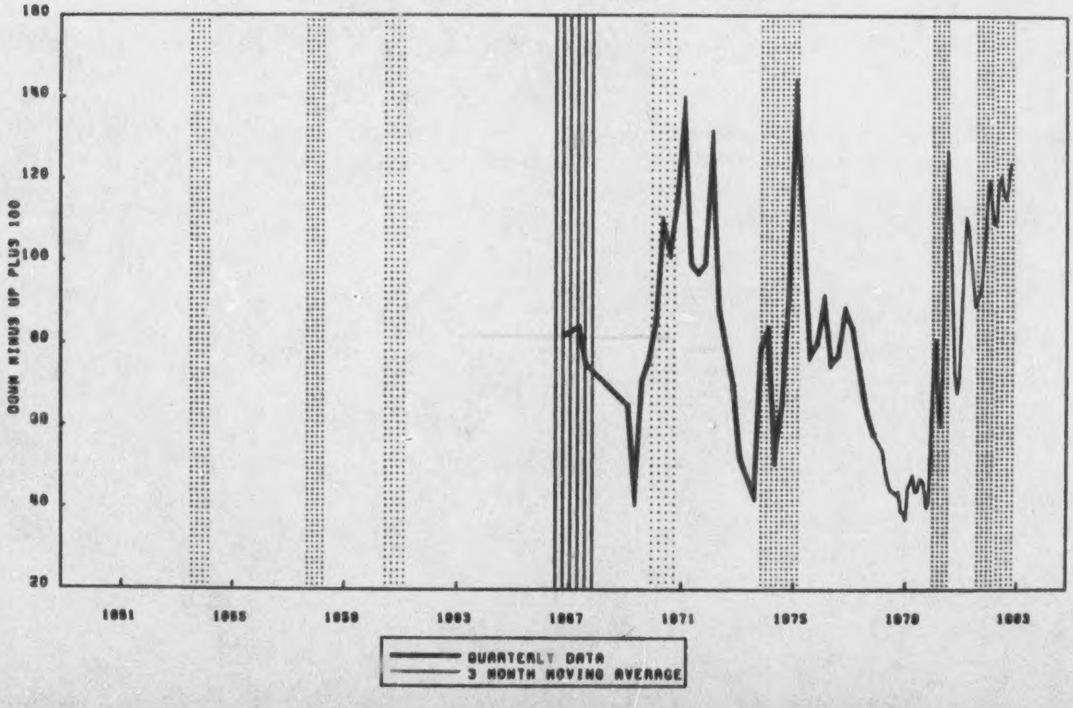


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GO UP	29%	21%	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%
STAY THE SAME	25	25	28	33	33	33	34	37	41	34	26	26	26
GO DOWN	42	50	43	29	39	42	43	39	32	41	48	48	45
DK,NA	4	4	4	4	3	3	4	3	3	4	4	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

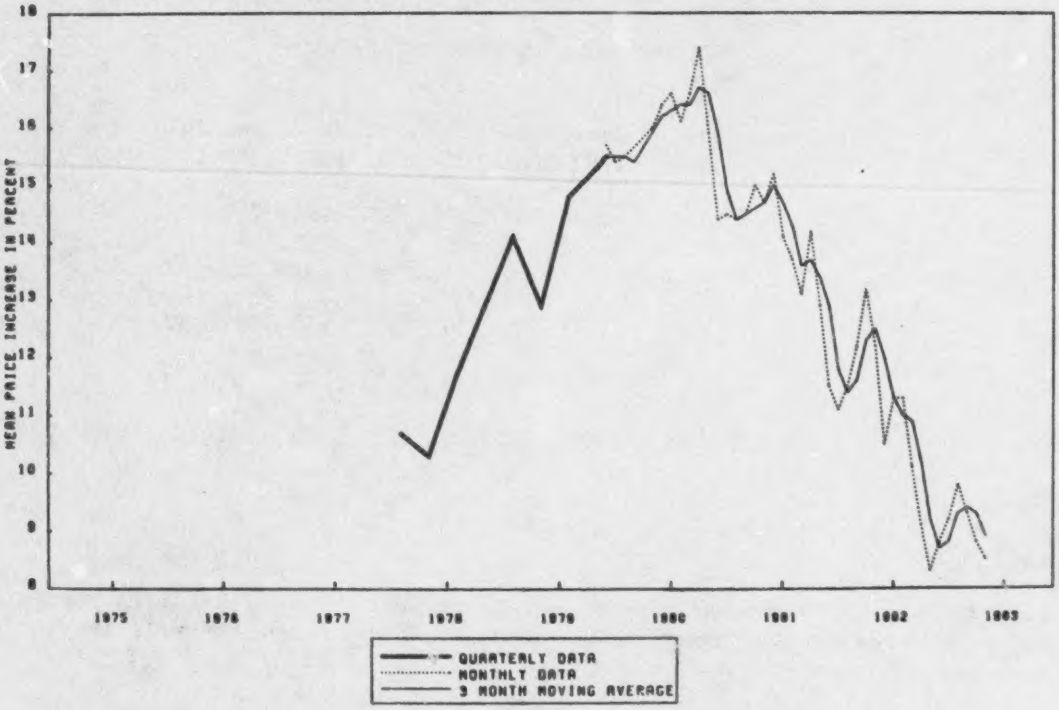


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
SAME OR DOWN	7%	10%	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%
GONE UP BY:													
1-2%	2	4	4	4	5	4	2	8	6	5	6	4	5
3-4%	7	7	5	6	7	7	11	10	8	8	10	7	9
5%	11	11	11	11	13	12	12	12	14	11	12	13	15
6-9%	14	15	17	14	12	14	13	14	13	16	14	12	12
10-14%	26	28	24	24	24	24	16	21	22	24	19	22	14
15% or more	24	19	22	22	19	17	17	16	18	17	16	14	18
DK how much up	8	6	6	6	5	7	6	5	6	6	7	7	6
DK,NA	1	*	*	*	*	*	*	*	1	1	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	12.2	10.5	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5
VARIANCE	134	104	126	132	114	83	96	93	87	96	115	106	102
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up, on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

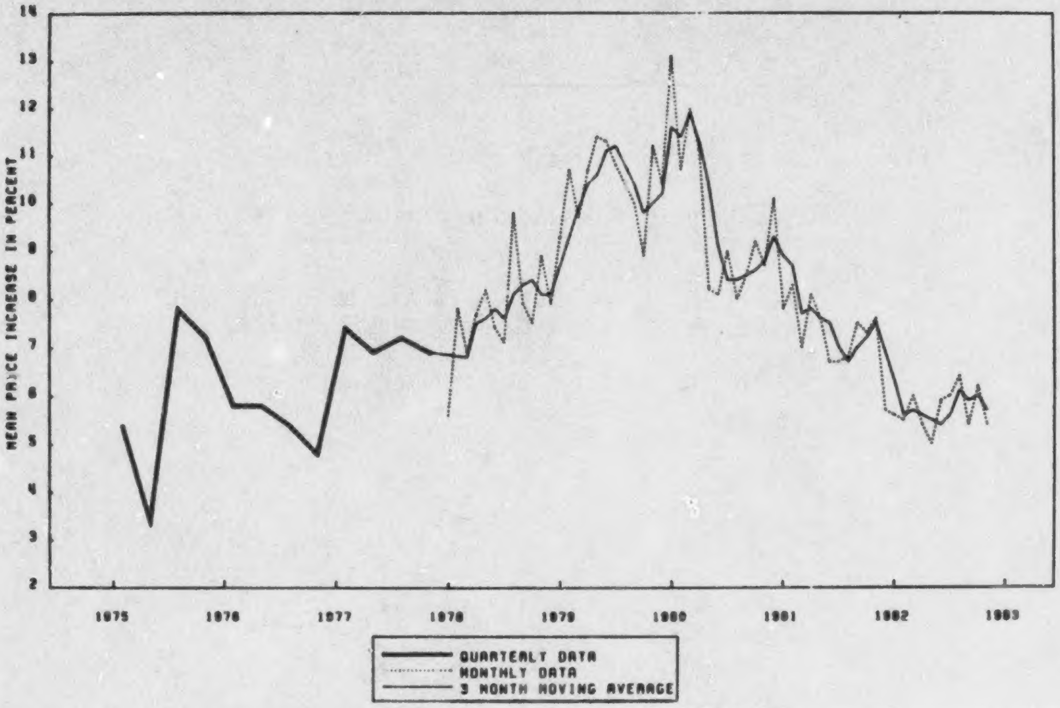


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

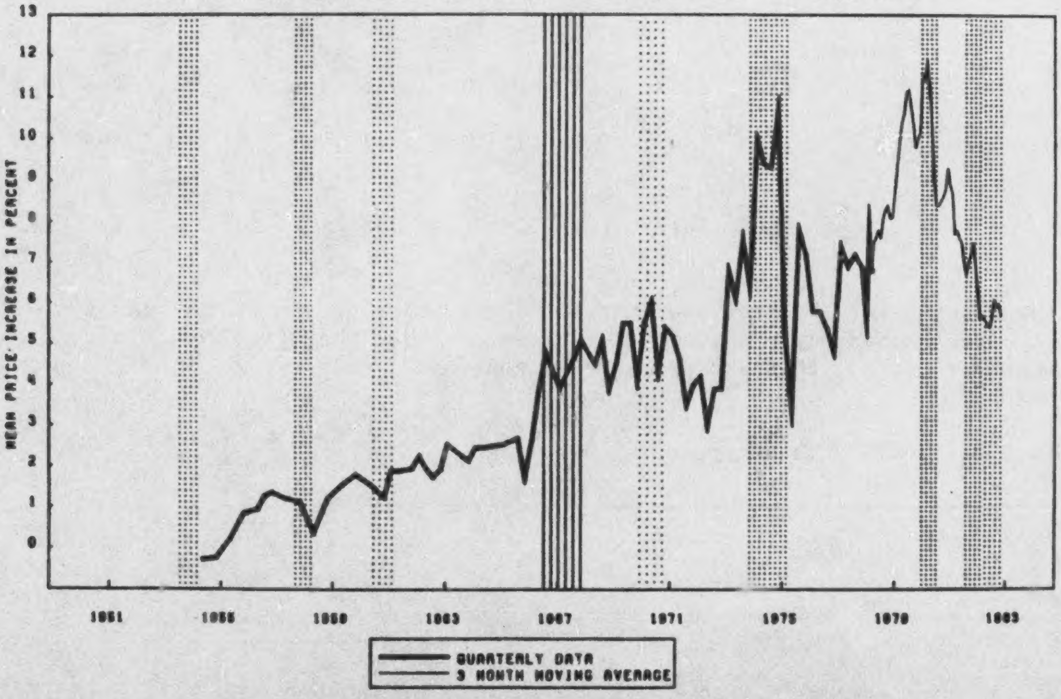


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
SAME OR DOWN	27%	35%	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%
WILL GO UP BY:													
1-2%	4	4	5	4	7	4	6	7	7	8	7	5	5
3-4%	6	8	8	7	11	7	9	10	10	12	9	8	10
5%	11	12	13	12	11	16	15	14	17	16	14	14	15
6-9%	11	14	11	12	12	10	11	10	15	12	13	11	11
10-14%	22	14	13	14	12	16	8	16	14	13	12	15	12
15% or more	11	8	8	7	11	8	8	8	7	11	7	9	9
DK how much up	6	3	4	5	2	3	4	3	5	3	5	5	3
DK,NA	2	2	2	1	2	3	3	2	2	2	2	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	7.6	5.7	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4
VARIANCE	84	62	59	59	85	54	58	71	53	65	59	82	55
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

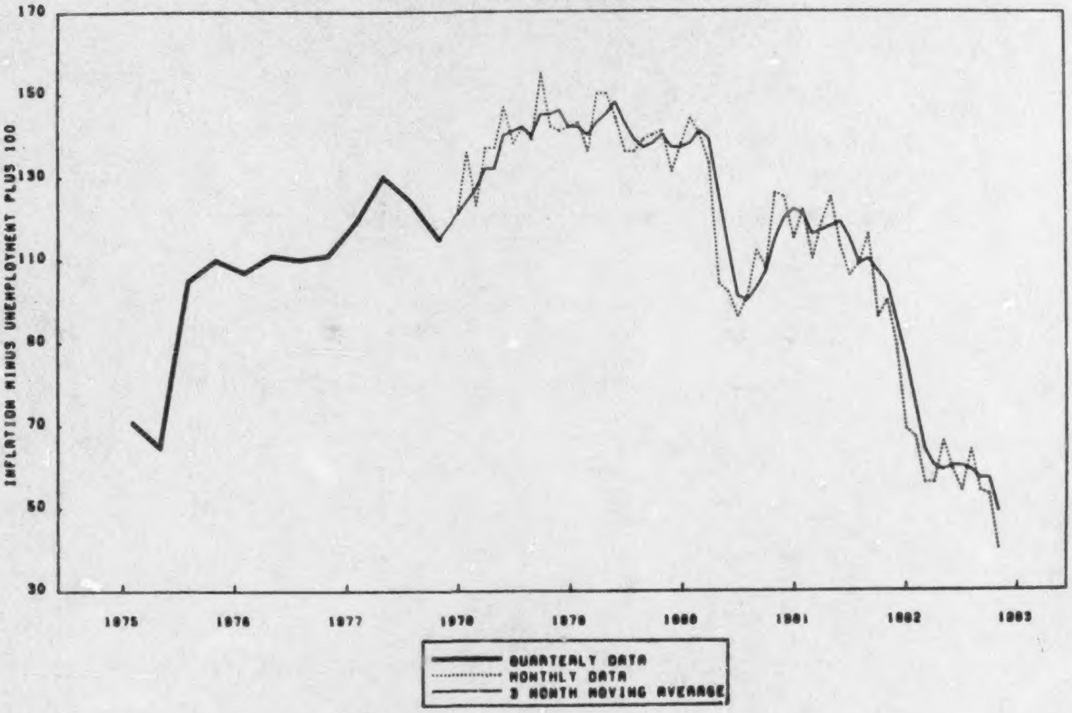


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

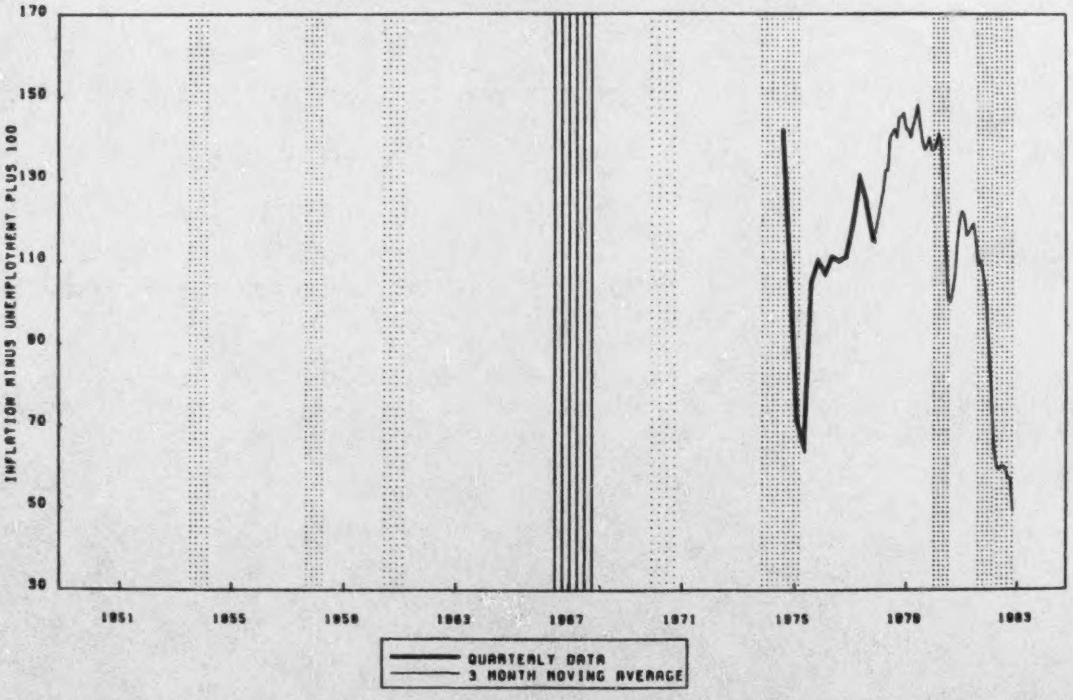


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
UNEMPLOYMENT	43%	49%	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%
BOTH EQUALLY SERIOUS	13	11	10	14	11	13	9	12	11	11	9	11	7
INFLATION	43	38	29	26	22	21	28	23	21	26	22	20	16
DK,NA	1	2	1	1	1	1	1	1	1	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

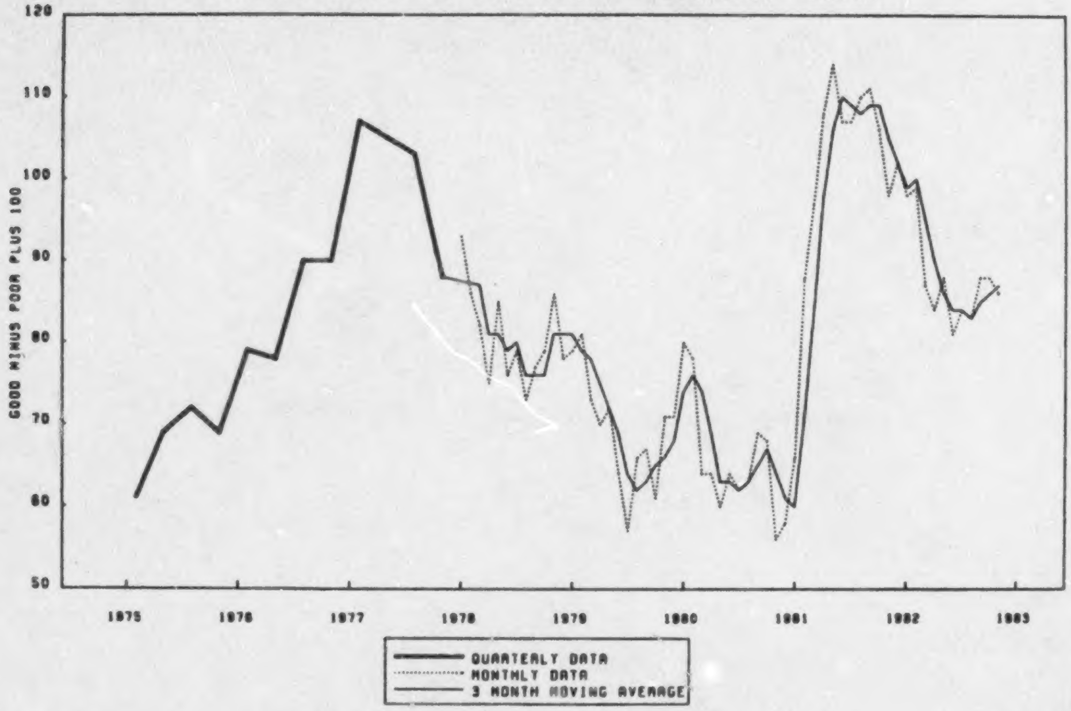


CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

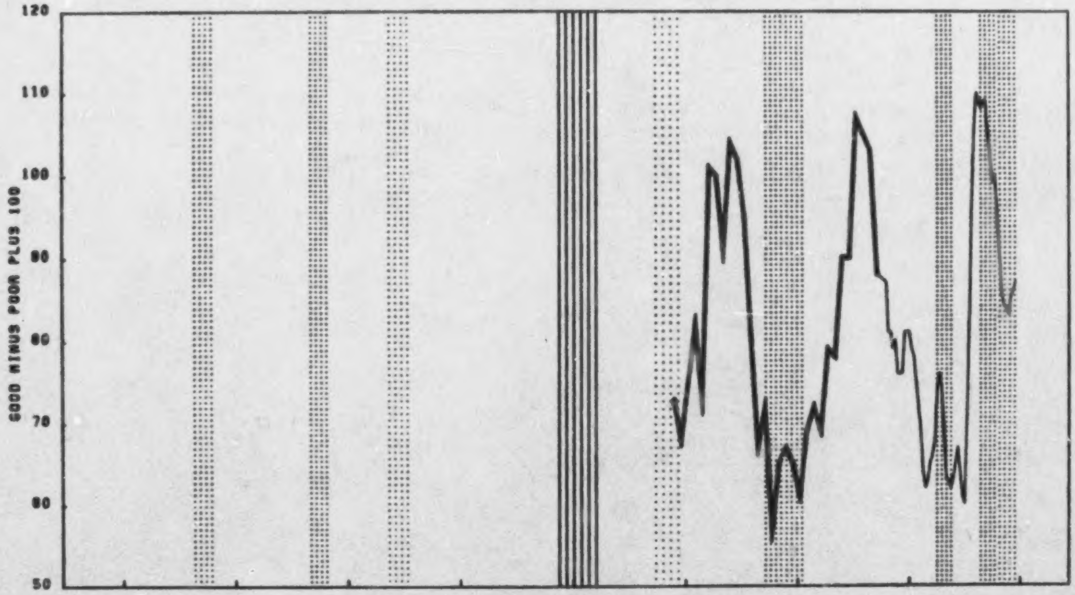


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY.

TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
A GOOD JOB	23%	26%	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%
ONLY FAIR	49	47	46	42	48	37	46	46	46	45	46	41	45
A POOR JOB	25	24	27	28	31	38	32	35	34	34	31	33	33
DK,NA	3	3	2	3	3	3	2	3	2	4	4	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

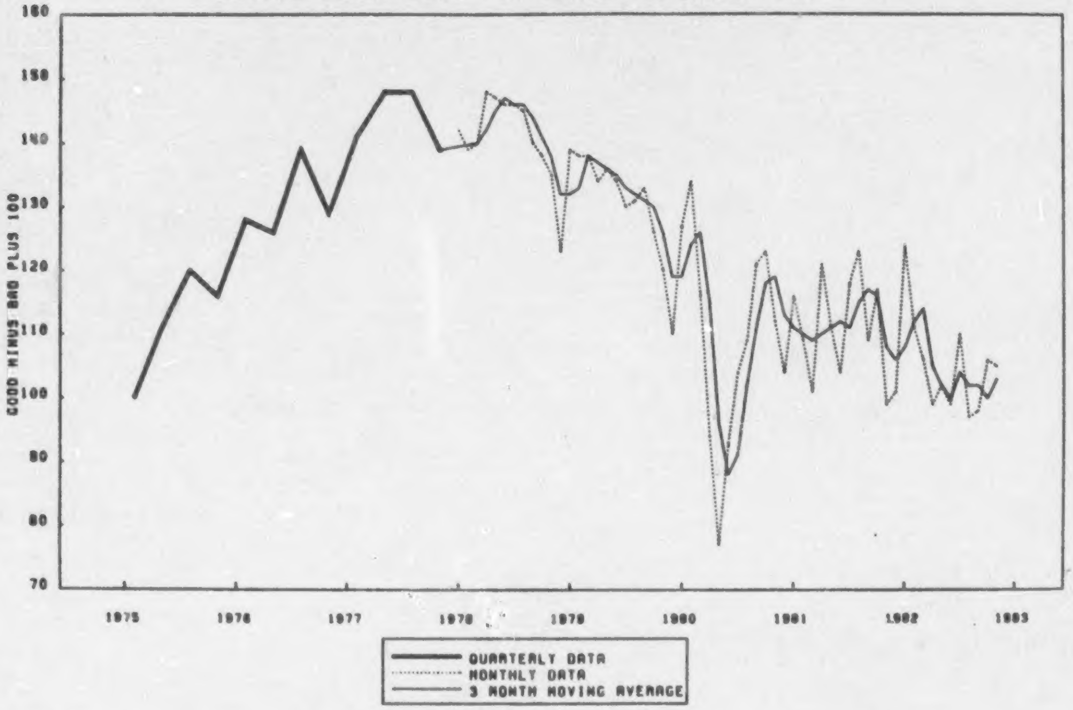


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

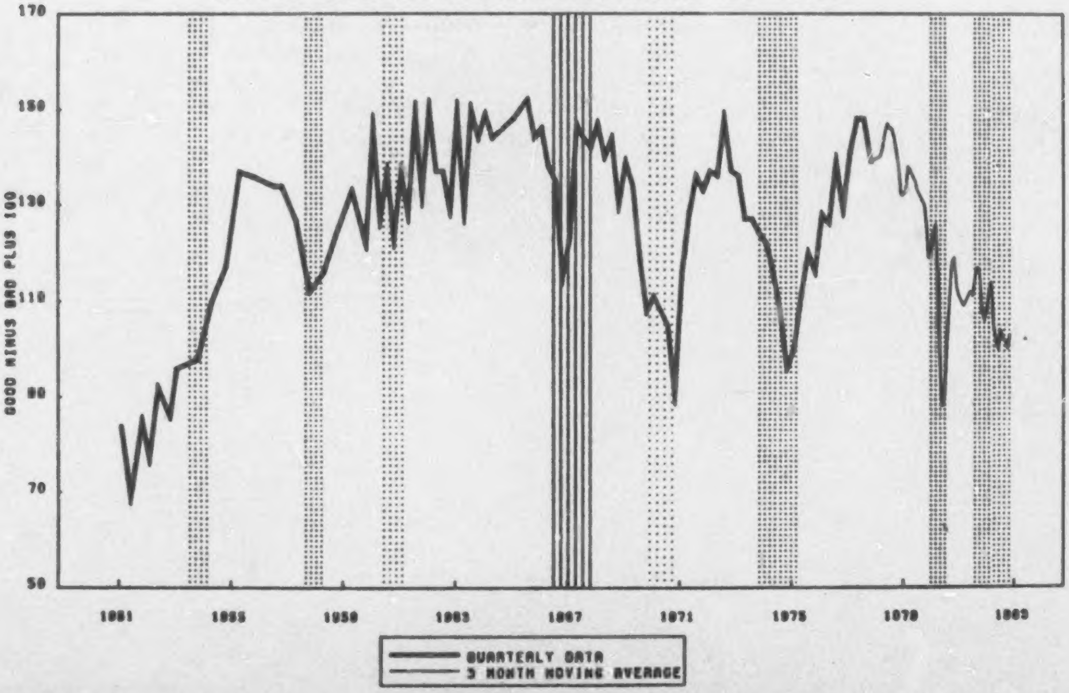


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	43%	44%	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%
UNCERTAIN, DEPENDS	13	13	10	15	10	17	12	13	14	15	14	14	11
BAD TIME TO BUY	44	43	33	37	42	42	43	44	38	44	44	40	42
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

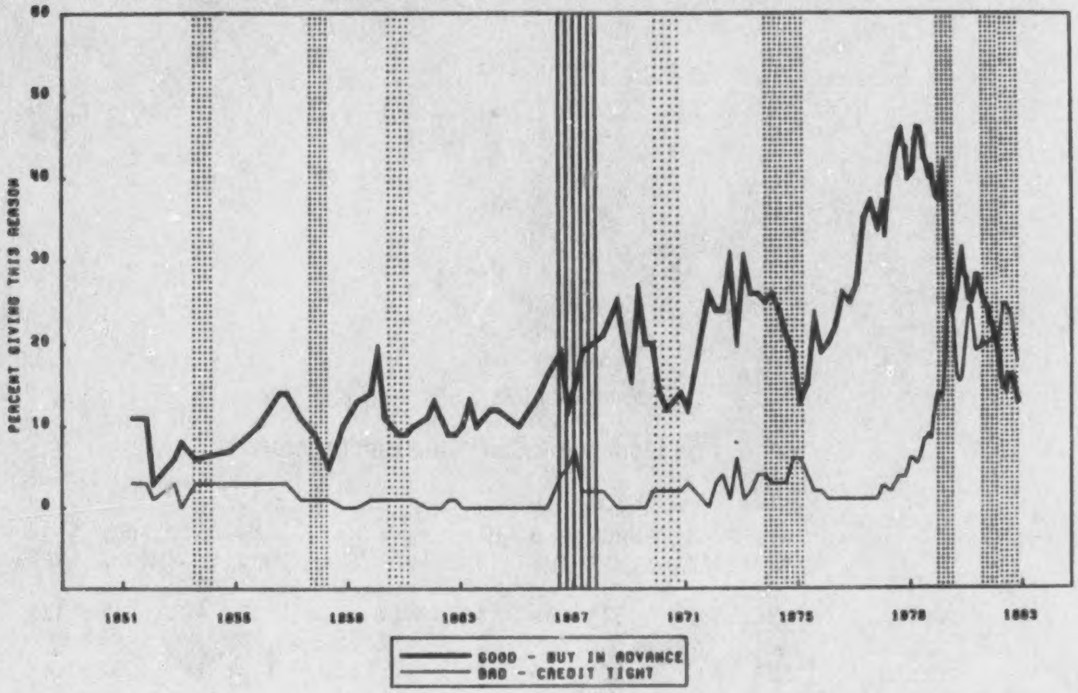


CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

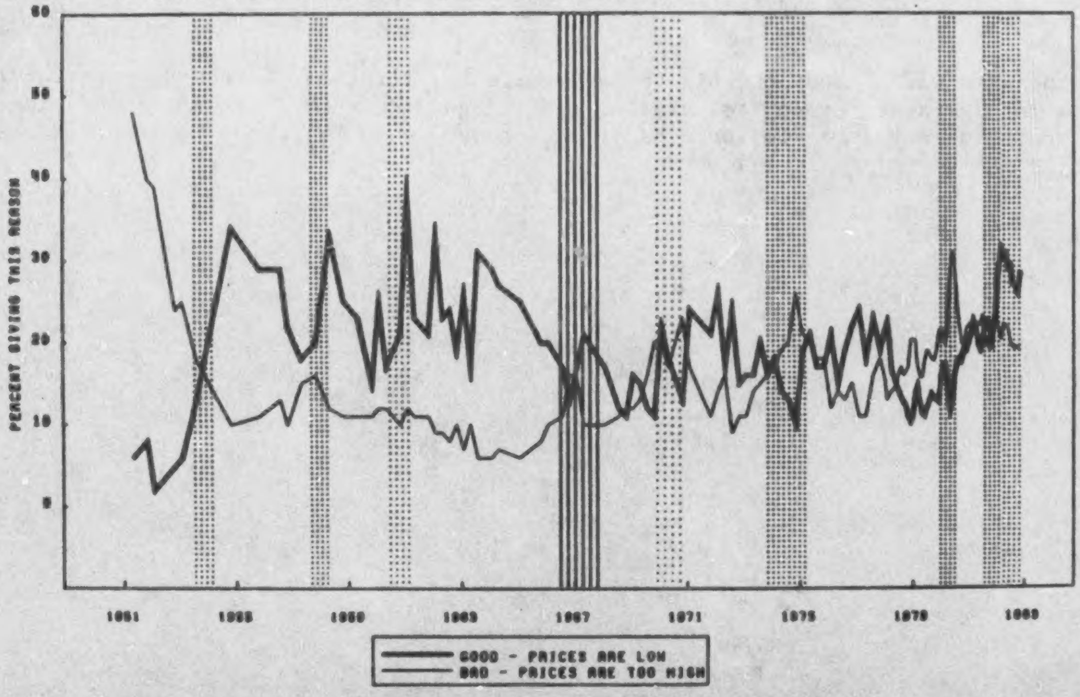


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	19%	26%	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%
Prices won´t come down; are going higher	20	21	22	18	15	14	15	14	19	15	14	14	11
Interest rates low; credit is easy	2	2	3	2	1	1	3	2	2	2	4	5	5
BAD TIME TO BUY:													
Prices are high	25	26	17	22	22	23	21	21	18	19	21	18	18
Interest rates are high; credit is tight	23	21	18	19	24	26	24	24	24	22	20	16	17
Lack of purchasing power	12	15	13	15	18	19	20	21	19	21	21	21	24

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

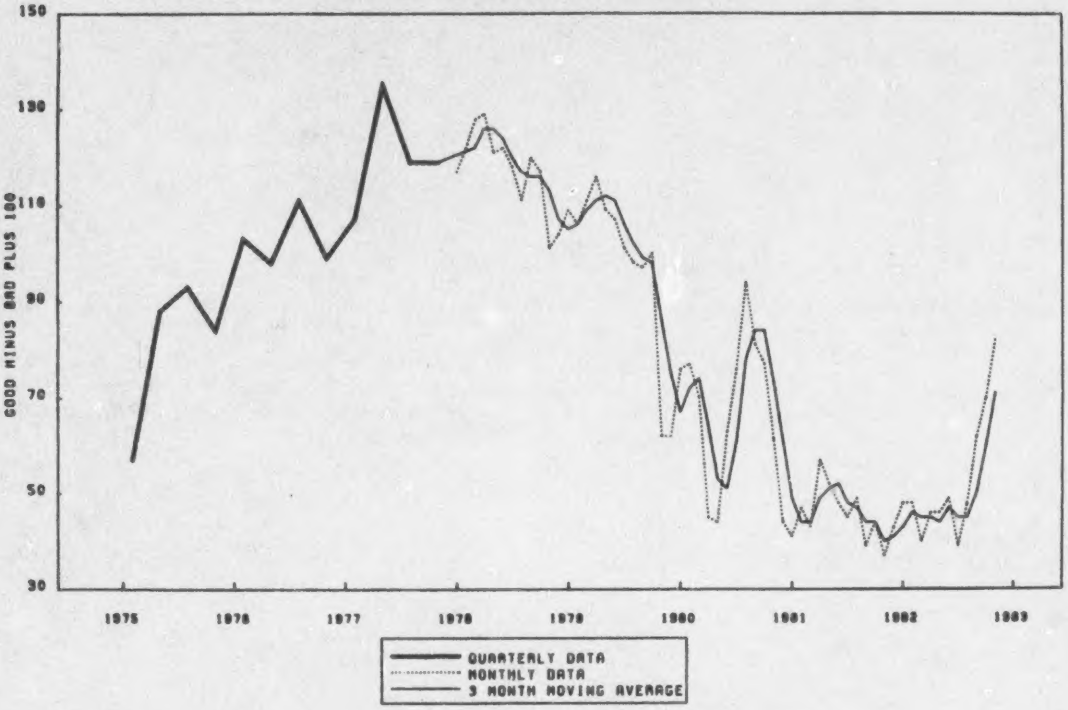


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

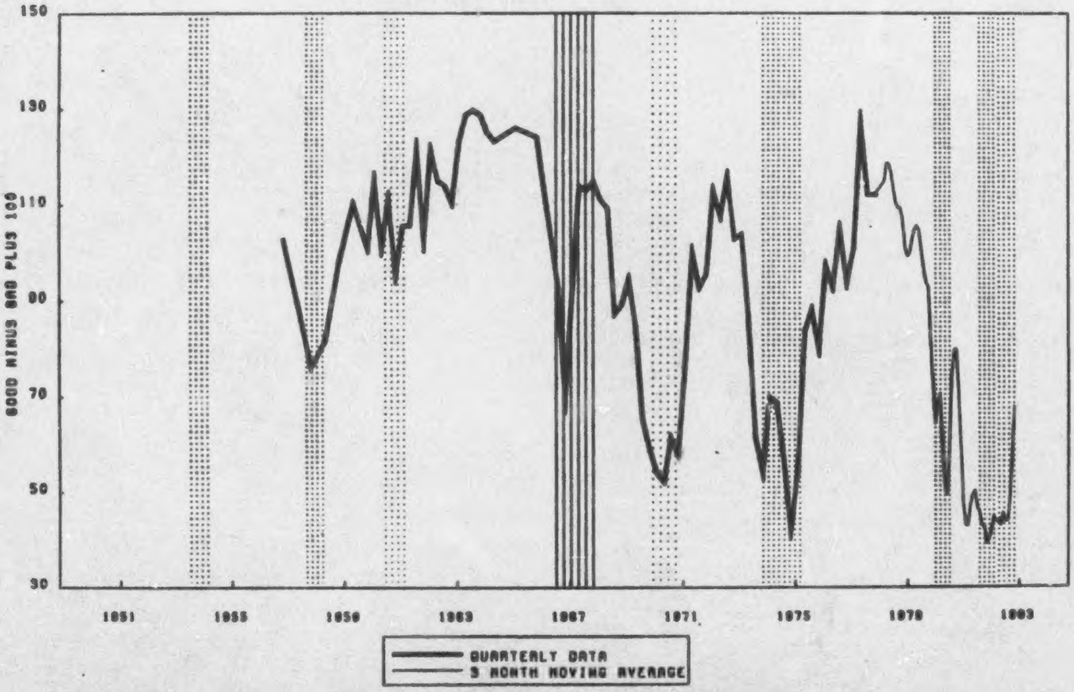


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	16%	19%	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%
UNCERTAIN, DEPENDS	5	5	6	6	6	6	8	7	9	8	6	6	6
BAD TIME TO BUY	79	76	73	73	77	74	73	72	76	72	66	62	56
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

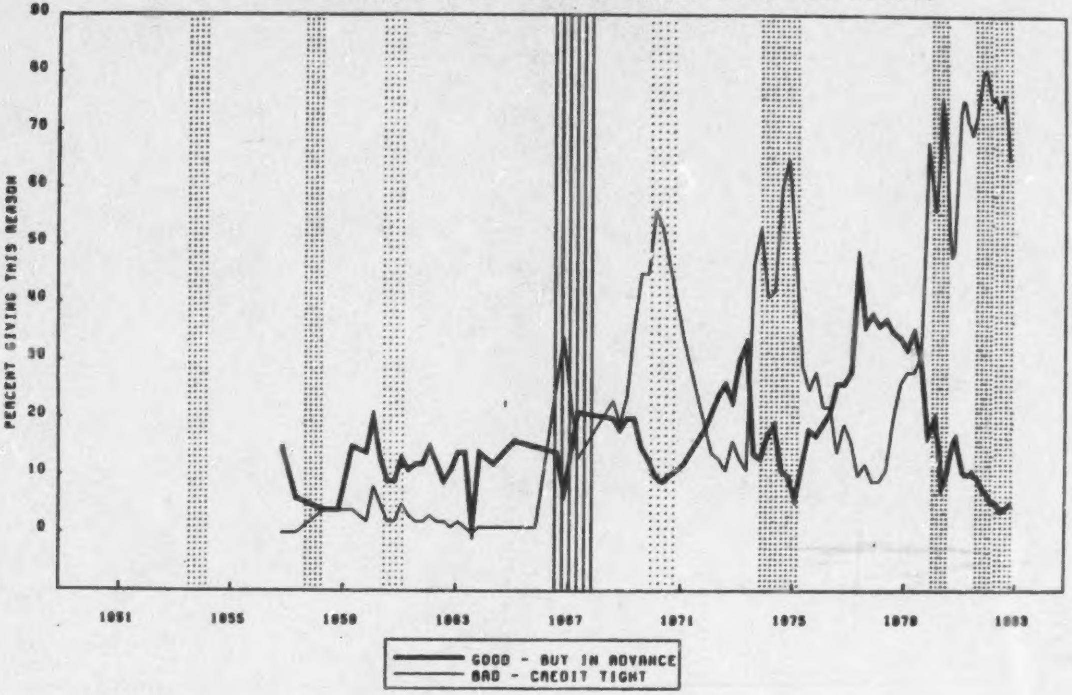


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

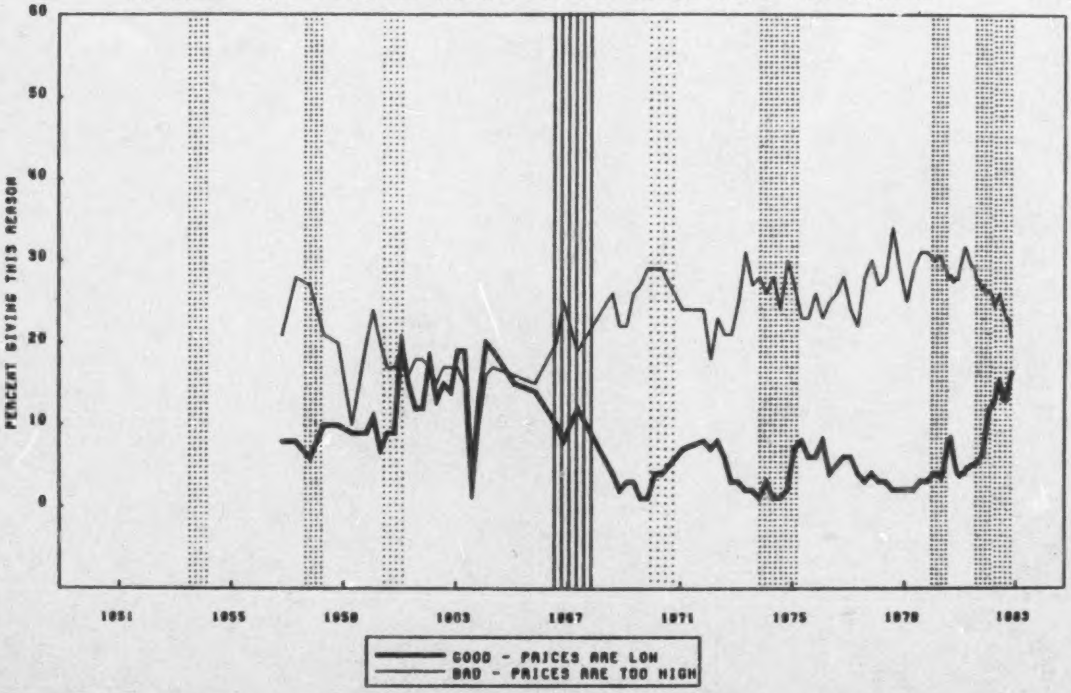


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	7%	12%	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%
Prices won´t come down; are going higher	7	7	5	5	7	4	4	4	4	5	5	5	6
Interest rates low; credit is easy	4	6	8	7	4	6	6	7	4	7	20	23	30
Good investment	5	3	5	6	4	5	5	4	3	4	3	2	4
BAD TIME TO BUY:													
Prices are high	24	27	28	24	25	24	27	27	21	23	25	21	16
Interest rates are high; credit is tight	83	81	72	76	78	74	72	75	82	71	64	60	49
Lack of purchasing power	17	21	22	19	23	22	18	23	27	20	21	23	23

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

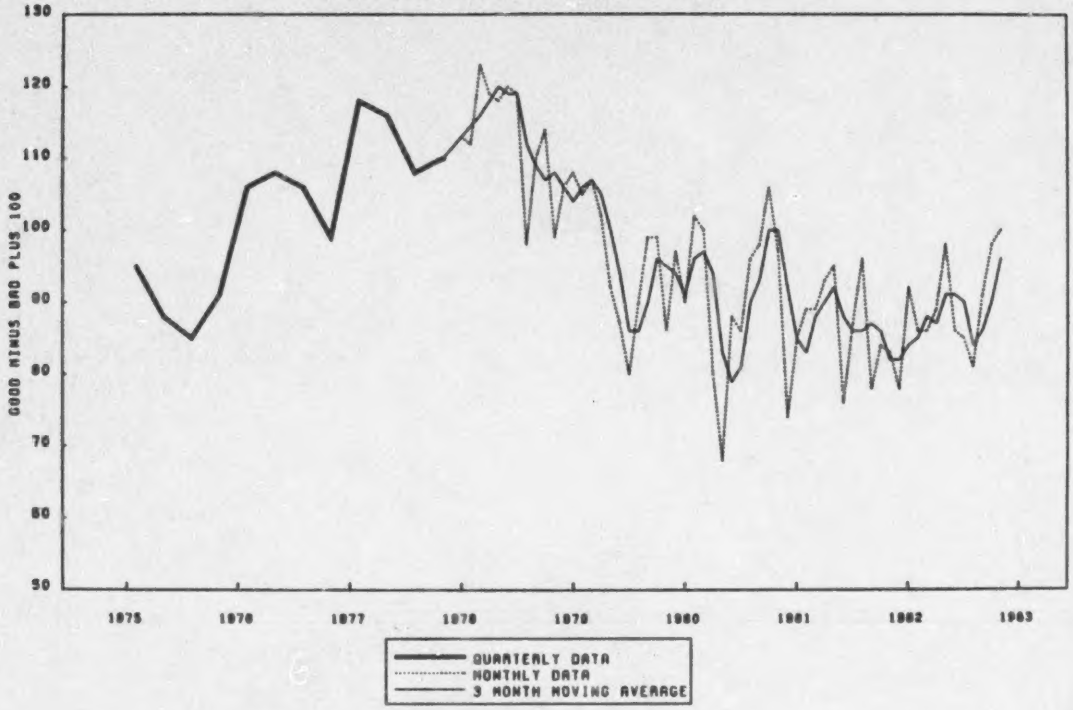


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

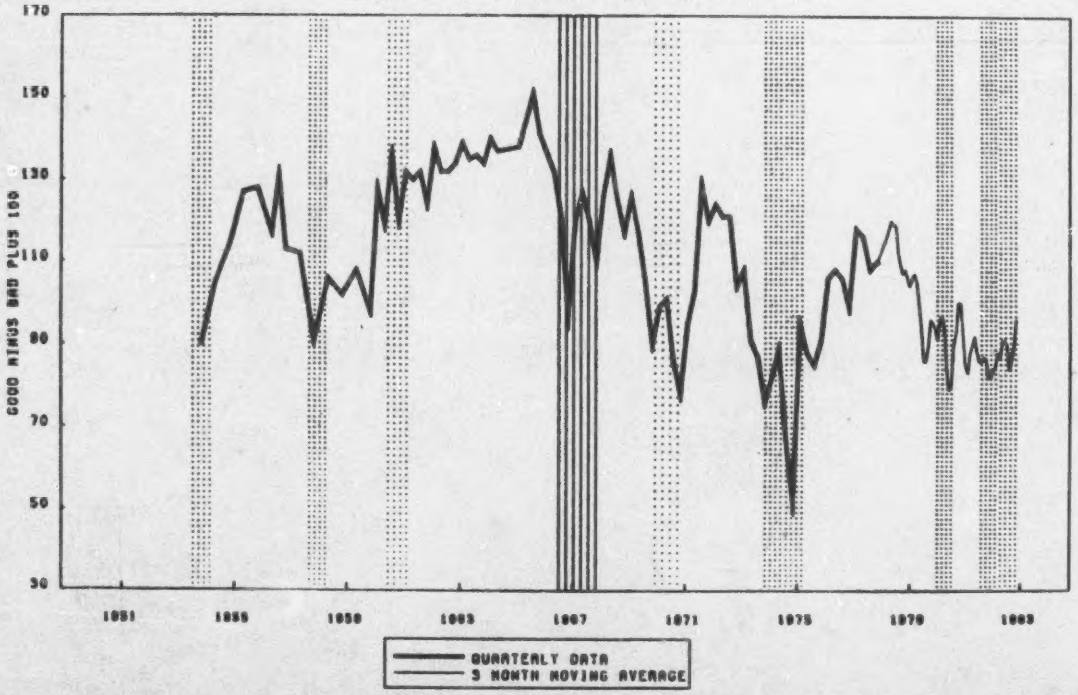


TABLE 30

BUYING CONDITIONS FOR CARS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY	37%	34%	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%
UNCERTAIN; DEPENDS	9	10	10	12	8	9	10	6	11	11	11	10	8
BAD TIME TO BUY	54	56	49	51	53	51	46	54	52	54	49	46	46
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

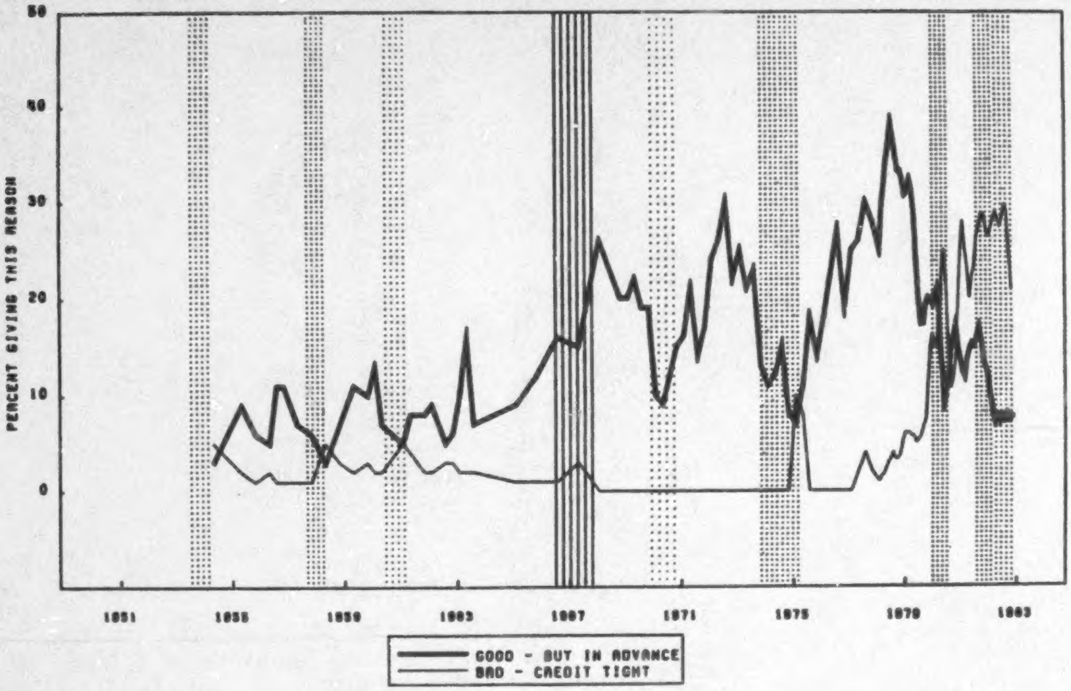


CHART 31B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

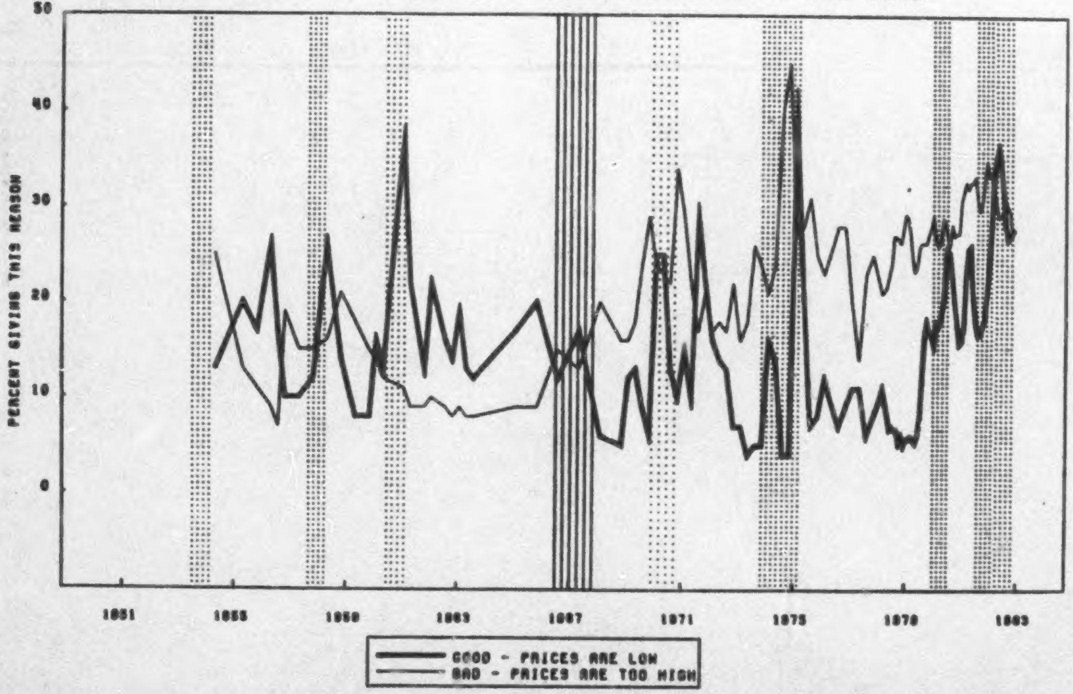


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	21%	22%	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%
Prices won´t come down; are going higher	12	12	11	6	8	7	8	6	9	7	8	7	8
Interest rates low; credit is easy	5	5	6	3	3	7	11	7	5	6	10	11	20
New fuel efficient models	1	1	2	2	1	2	1	1	1	2	1	1	1
BAD TIME TO BUY:													
Prices are high	32	37	31	33	32	28	27	33	28	32	31	26	25
Interest rates are high; credit is tight	26	27	26	28	30	29	26	27	32	30	25	19	19
Lack of purchasing power	8	13	13	12	16	13	11	11	13	12	14	14	15
Price of gas; shortages	2	2	2	2	1	1	1	2	2	1	1	*	1
Poor selection; quality	10	9	8	9	7	8	6	10	10	7	7	7	7

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

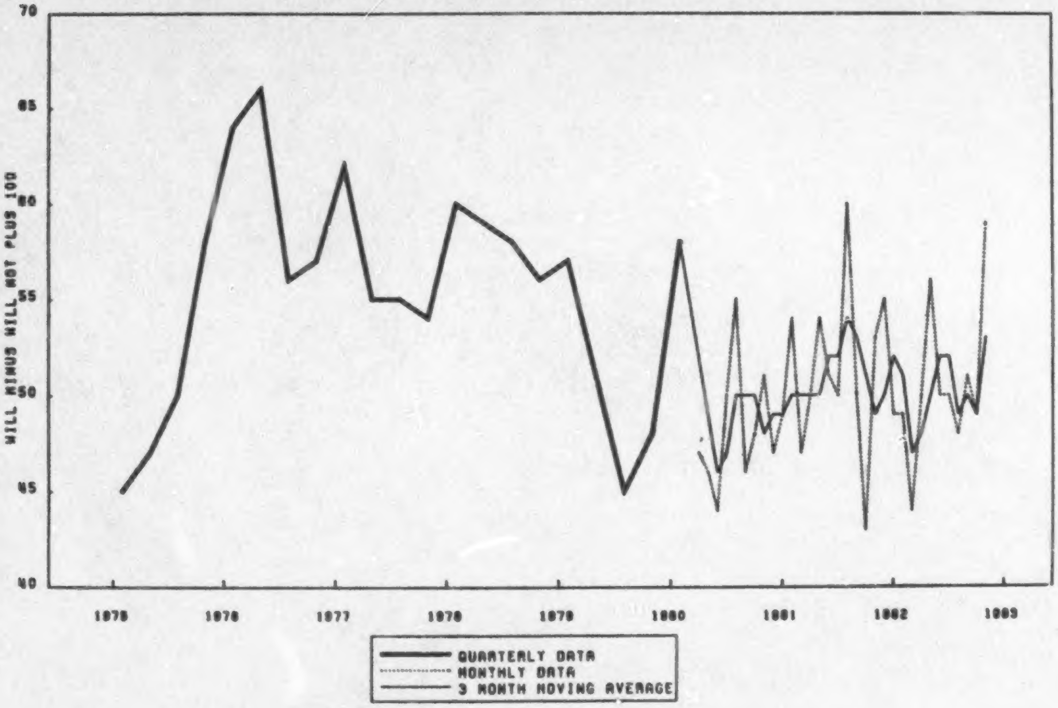


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

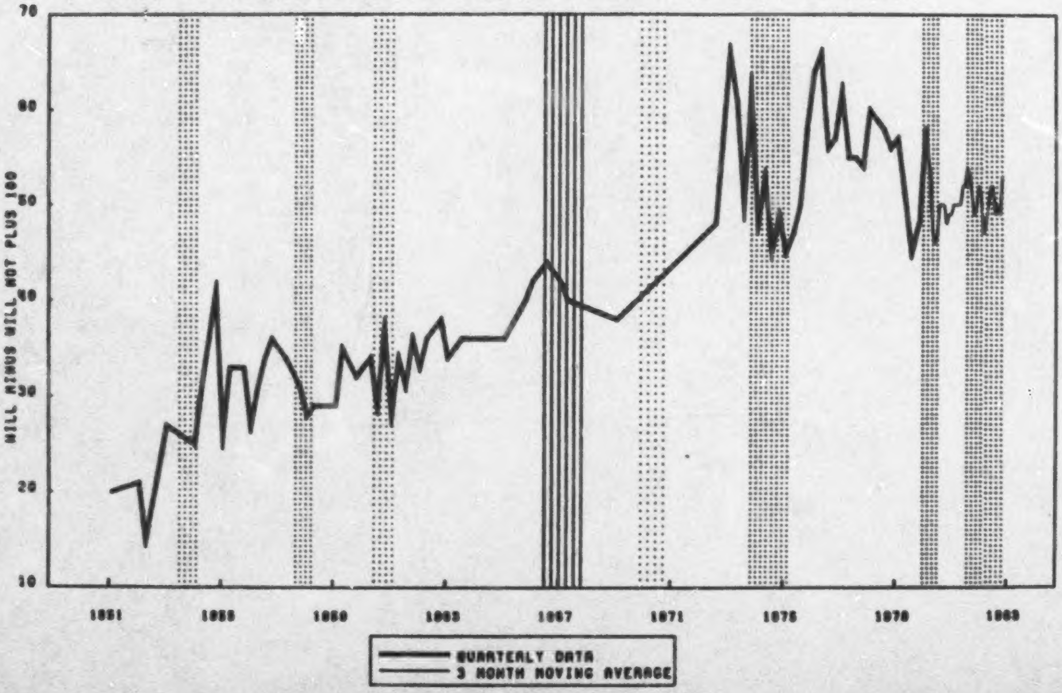


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROBABLY WILL BUY	19%	19%	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%
CHANCES ARE EVEN	6	7	8	7	7	6	8	7	8	7	5	7	8
PROBABLY WILL NOT BUY	66	64	67	68	70	67	63	68	66	68	67	67	62
DK,NA	9	10	9	8	9	10	10	7	10	9	10	10	9
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	690	701	704	700	684	702	691	703	708	680	695	687	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	25%	26%	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%
PURCHASE TYPE:													
Buy new	11	11	9	11	11	11	13	9	11	12	10	11	11
Buy used	12	13	13	11	9	11	11	13	11	9	12	11	15
Lease	*	1	1	1	*	1	1	2	1	1	*	1	2
DK,NA	2	1	1	1	1	*	2	1	1	1	1	*	1
PURCHASE TIMING:													
Next 3 months	2	1	5	3	1	4	4	2	6	4	2	4	4
Next 4-6 months	6	5	7	6	5	7	7	5	6	5	5	5	6
Next 7-9 months	8	10	6	7	5	6	7	6	3	3	4	5	8
10 months or more	4	6	3	5	6	2	3	7	4	4	7	5	7
DK,NA	5	4	3	3	4	4	6	5	5	7	5	4	4

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Nov. 1981	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	66%	64%	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%
PURCHASE TYPE:													
Would buy new	34	33	36	37	38	39	34	37	38	40	37	39	34
Would buy used	29	29	30	28	31	26	28	29	25	27	29	27	26
DK,NA	3	2	1	3	1	2	1	2	3	1	1	1	2
PURCHASE TIMING:													
Less than 2 years	7	6	7	5	10	5	5	6	4	5	5	5	7
2 years	18	22	23	22	22	21	20	25	20	22	23	23	22
3 years	8	9	12	11	11	12	11	13	13	12	11	11	8
4 years or more	19	19	19	22	21	22	19	16	21	18	20	19	18
Indefinite	4	3	3	1	1	1	2	3	2	4	3	3	2
DK,NA	10	5	3	7	5	6	6	5	6	7	5	6	5

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

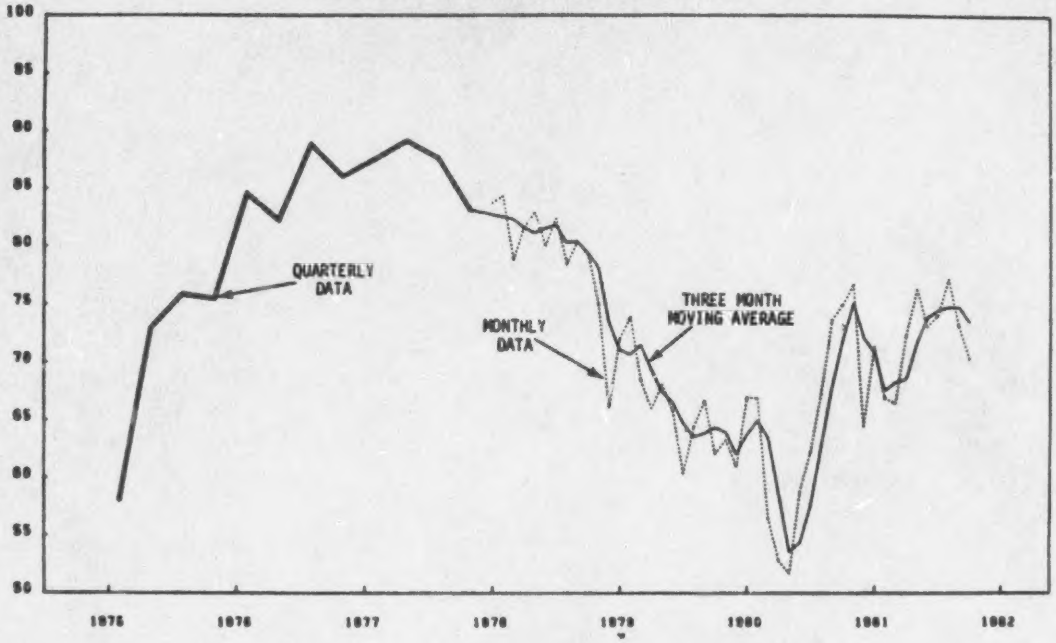
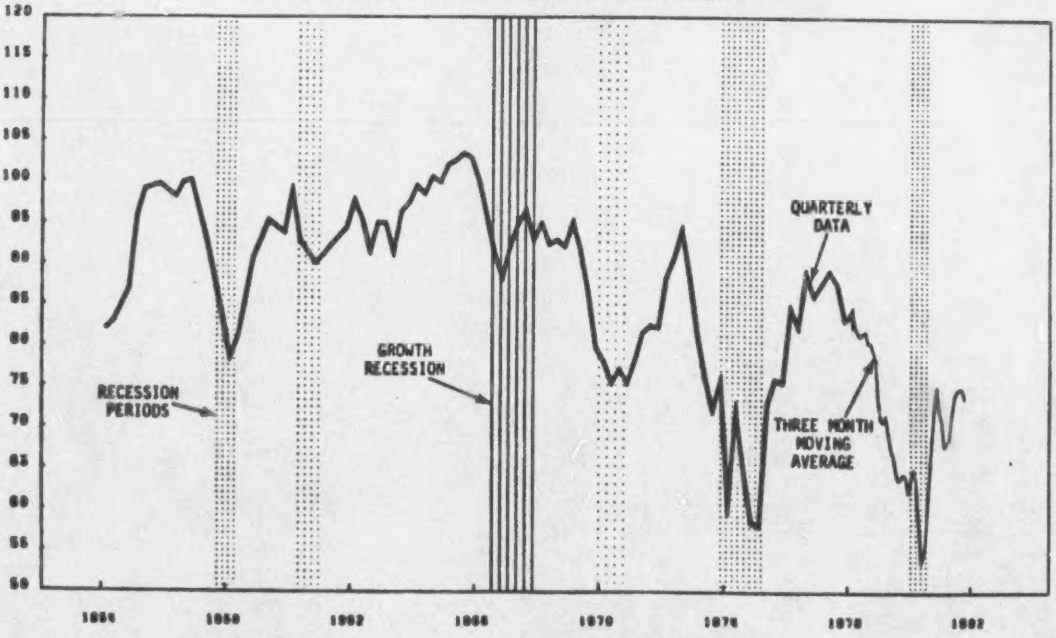


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1

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December 3, 1982

NOVEMBER 1982 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

UNEMPLOYMENT WEAKENS INTEREST RATE STIMULUS

** In the November 1982 survey, the Index of Consumer Sentiment was 72.1, down insignificantly from 73.4 in October, but almost 10 Index-points above the year earlier reading (62.5). The overall improvement in consumer sentiment has resulted from offsetting shifts in consumer attitudes and expectations. Unemployment and income declines continued to depress consumer evaluations of current economic conditions in the November survey, while declines in inflation and interest rates have raised expectations for improvement in the year ahead.

** Among families with incomes of $20,000 and over, the Index figure rose to 79.3 in November 1982, up from 77.5 in October, and 67.2 in November 1981. Although the pace of improvement has differed among income subgroups in recent months, all income subgroups recorded more favorable expectations than one year earlier.

** Declines in current business conditions were reported in the November survey by 82 percent of all families, up from 75 percent in October, and 70 percent in November 1981. Unemployment remained the dominant concern of consumers, and was expected to remain at double digit levels in the year ahead. Nearly five times as many consumers in the November 1982 survey thought unemployment rather than inflation was the more serious economic hardship facing the nation, the widest margin ever recorded (76 versus 16 percent).

** Interest rate declines have led to an improved outlook for business conditions. Twice as many families expected business conditions to improve rather than worsen in the year ahead in the November 1982 survey (38 versus 19 percent). Interest rates were expected to further decline in the year ahead by 45 percent of all families, while 25 percent expected renewed increases. Long term business expectations have also improved, and were more favorable in November 1982 than in the preceding two years. Despite this improvement, more families expected bad rather than good times financially in the years ahead due to persistently high unemployment (47 versus 33 percent).

** The current financial situation of households weakened in the November survey due to unemployment and income declines. Among all families, 46 percent reported that their financial situation had worsened, up from 39 percent in October. Fewer consumers reported financial improvements in November 1982: 31 percent down from 34 percent in October. When aksed to explain how their financial situation had changed, declines in household incomes were reported by one-in-four families in the November 1982 survey, the highest level recorded during the past two decades. At the same time, because of declines in inflation, twice as many families expected their financial situation to improve rather than worsen in the year ahead.

** Consumer buying attitudes have improved significantly during the past several months due to interest rate reductions. The November 1982 survey recorded the fourth consecutive month of improvement in attitudes toward buying conditions for houses. Favorable house buying attitudes rose to 38 percent in November 1982, up from just 15 percent in July and 16 percent in November 1981. Although unfavorable attitudes toward the housing market still predominate, the proportion has

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declined to 56 percent in November from 76 percent in July and 79 percent one year earlier. Complaints about high mortgage rates fell to 49 percent in November 1982, from 82 percent in July and 83 percent in November 1981. References to the availabilty of lower mortgage rates rose to 30 percent in November, up from just 4 percent in July 1982.

** Attitudes toward car buying conditions also benefited from interest rate reductions. References to high interest rates on auto loans fell to 19 percent in the October and November surveys from the peak level of 32 percent recorded in July 1982. Although references to high interest rates did not decline during the past month, references to the availability of reduced interest rates on auto loans rose from 11 percent in October to 20 percent in November. As a consequence, for the first time in several years more families cited lower rather than higher interest rates when asked about car buying conditions. Overall, attitudes toward buying conditions for cars were evenly balanced in the November 1982 survey, with favorable evaluations held by 46 percent of all families, and unfavorable views held by an equal percentage.

** The improvement in attitudes toward the house and car markets did not extend to market conditions for large household durables. Attitudes toward buying conditions for durables have shown only marginal improvement in recent months, and remained near record low levels. Among all families, 47 percent thought buying conditions for durables were favorable in the November 1982 survey, up only slightly from 43 percent one year earlier. Many fewer respondents mentioned the availability of lower interest rates on purchases of household durables (5 percent) than for houses (30 percent) or cars (20 percent).

** Although still widespread, postponement of purchases due to high interest rates declined in the November 1982 survey to 33 percent from 35 percent in October and 37 percent in November 1981. Compared with one month earlier the proportion of families that reported postponement of vehicle purchases fell from 15 to 13 percent, and postponed housing purchases fell from 10 to 8 percent. In contrast, the proportion that reported the postponement of household durables rose from 8 percent in October to 12 percent in November 1982.

** For the first time in more than two decades, in the November 1982 survey proportionately more families expressed attraction to lower prices rather than expressed aversion to high prices when asked to evaluate current buying conditions. A favorable balance of opinion on market prices was recorded in November for the housing (17 versus 16 percent), car (28 versus 25 percent), and durables markets (31 versus 18 percent).

* * *

The most distinctive aspect of recent trends in consumer sentiment has been the sharp divergences produced by changes in unemployment, inflation, and interest rates. While declines in consumer loan rates will release pent-up demand, the increase in consumer sales will be constrained by cautious spending plans dictated by concerns with unemployment. A modest but cumulative recovery in consumer sales during 1983 will depend both on sustained declines in consumer loan rates as well as on renewed growth in household incomes.

A more detailed analysis of recent trends in consumer attitudes and expectations is presented in the accompanying paper.

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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

DECEMBER 1982

MONITORING
ECONOMIC CHANGE
PROGRAM

SURVEY RESEARCH CENTER
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TABLES AND CHARTS

DECEMBER 1982

The December 1982 survey is the 171st in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

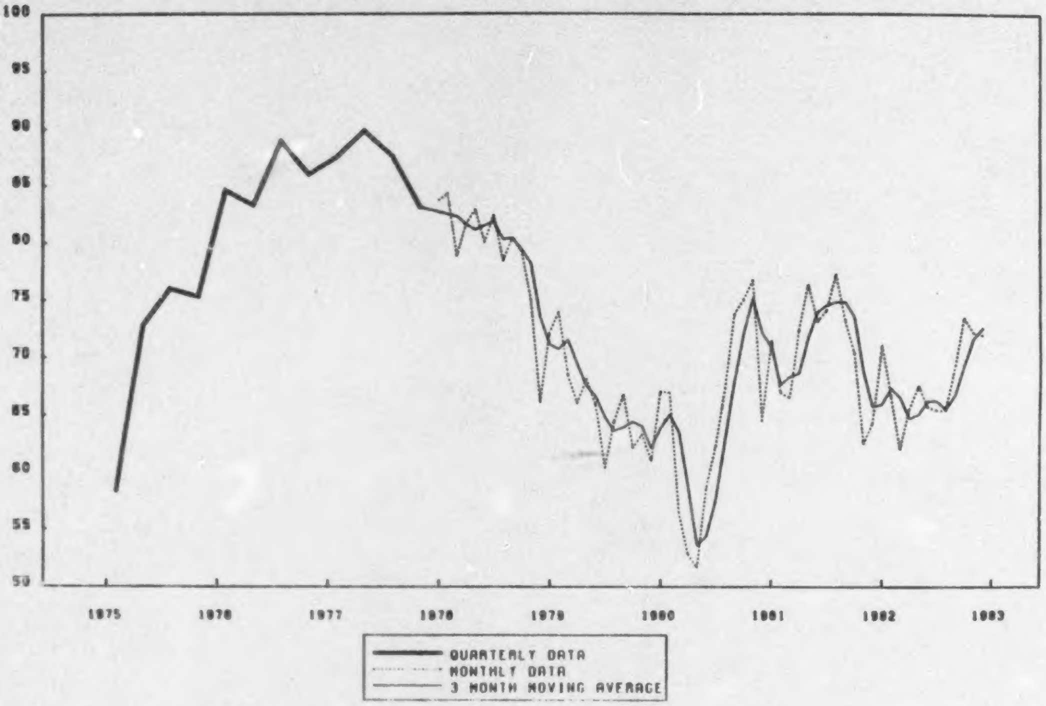


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

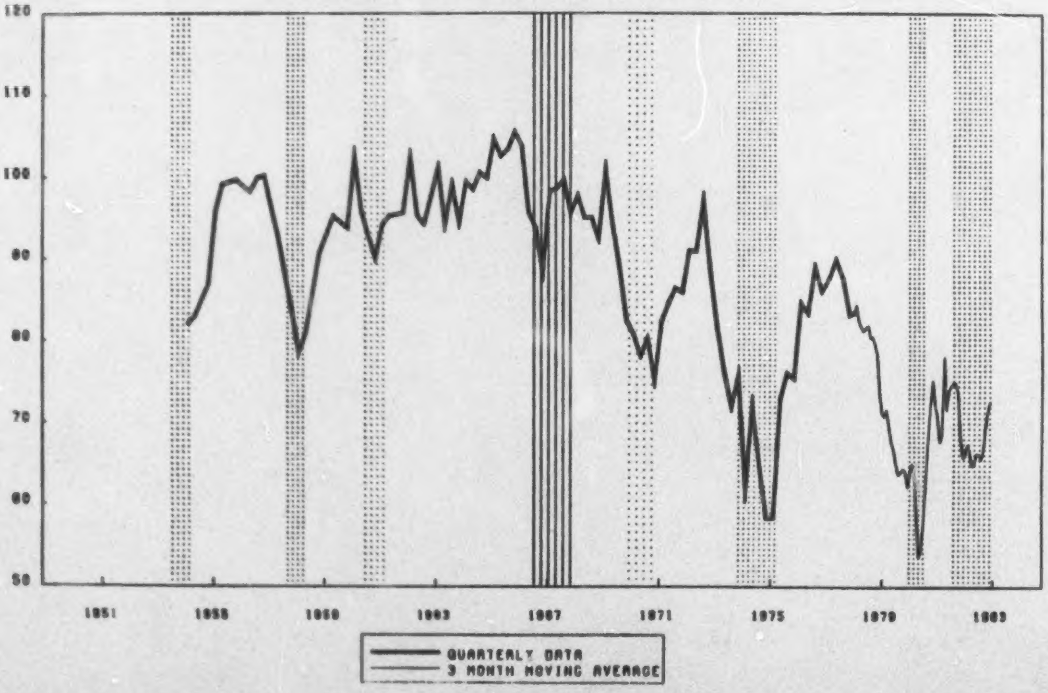


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
December 1979	61.0	66.2	73.2
January 1980	67.0	70.8	70.9
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

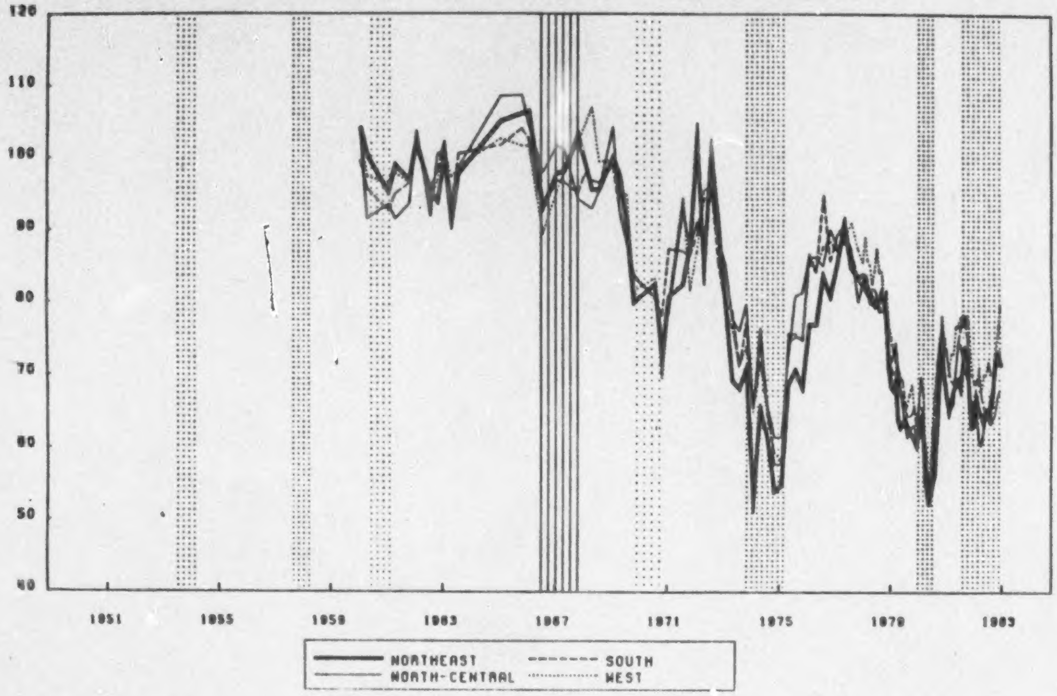


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

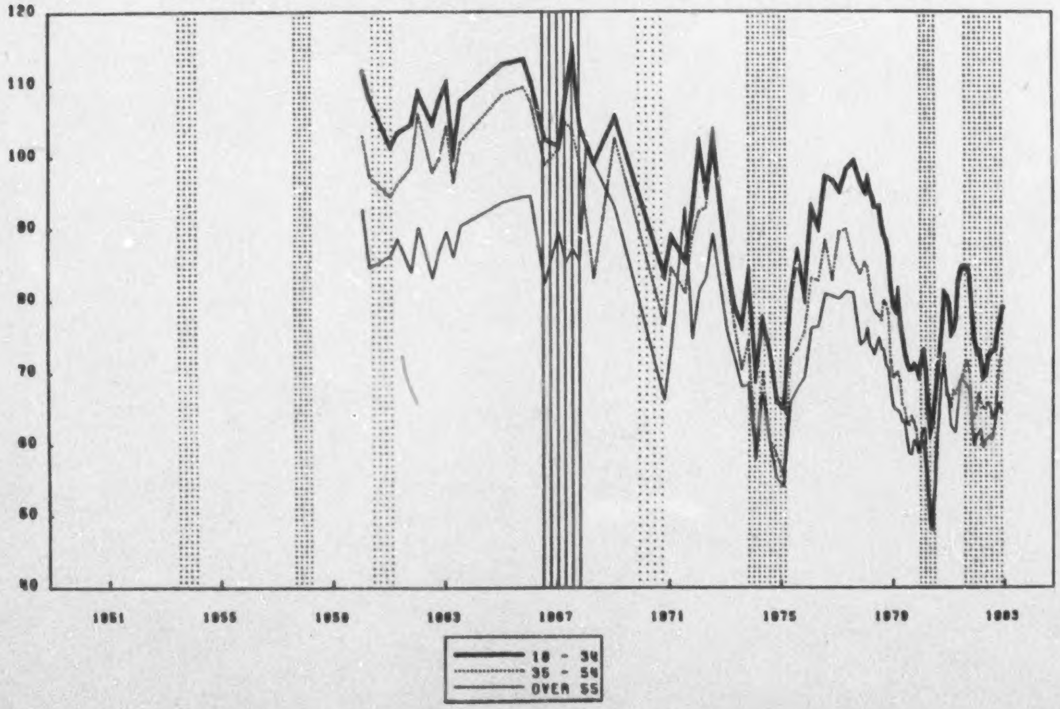


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
December 1979	61.7	59.5	59.7	64.6	68.1	57.1	59.3
January 1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February 1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March 1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April 1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May 1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December 1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

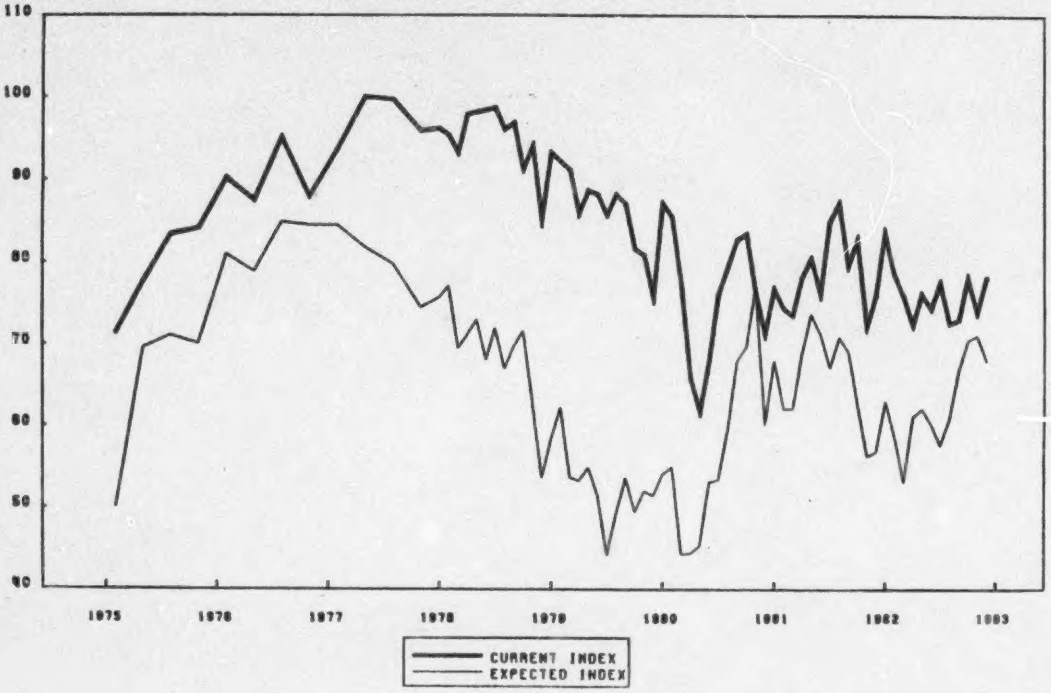


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

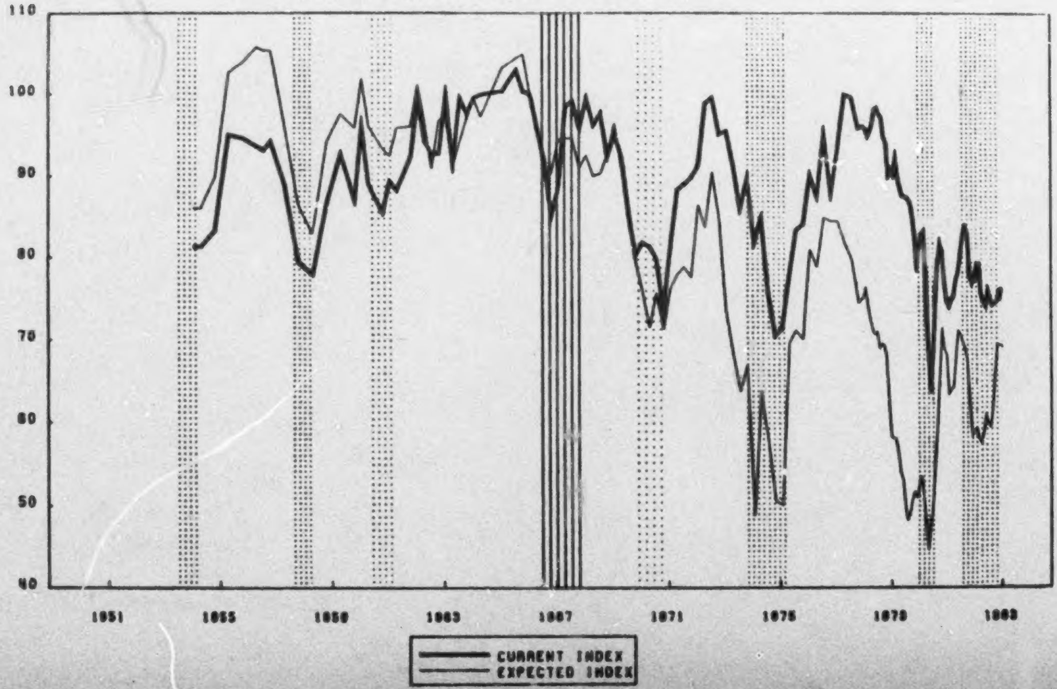


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
DATE OF SURVEY	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
December 1979	83	101	50	50	110	75.8	51.5
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

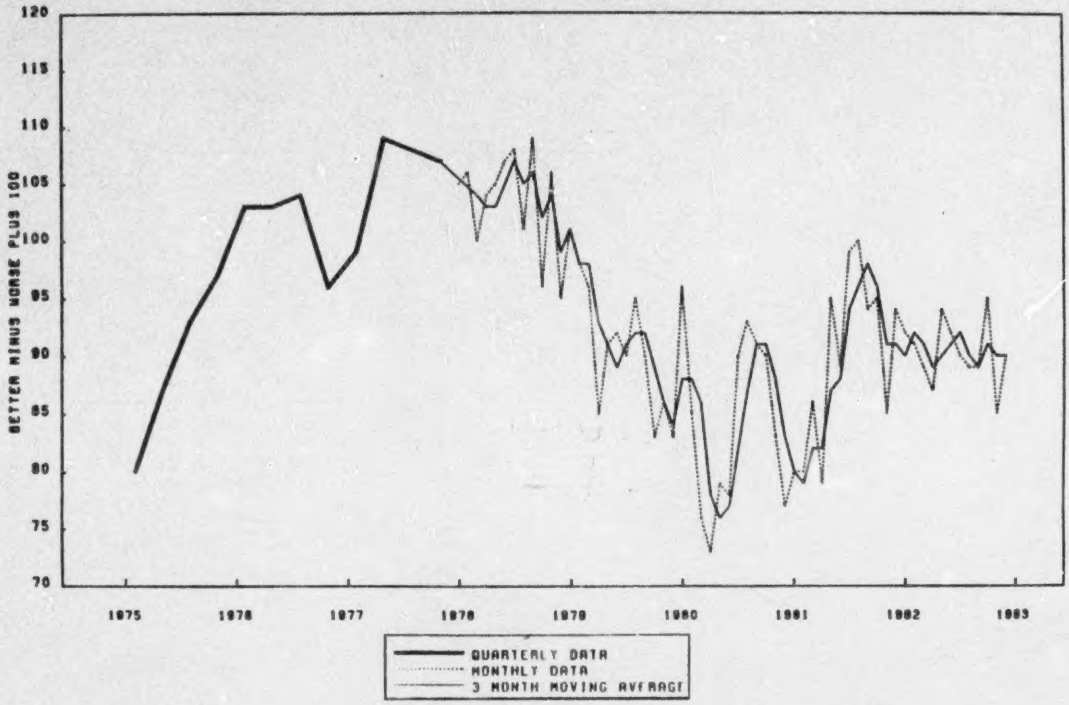


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

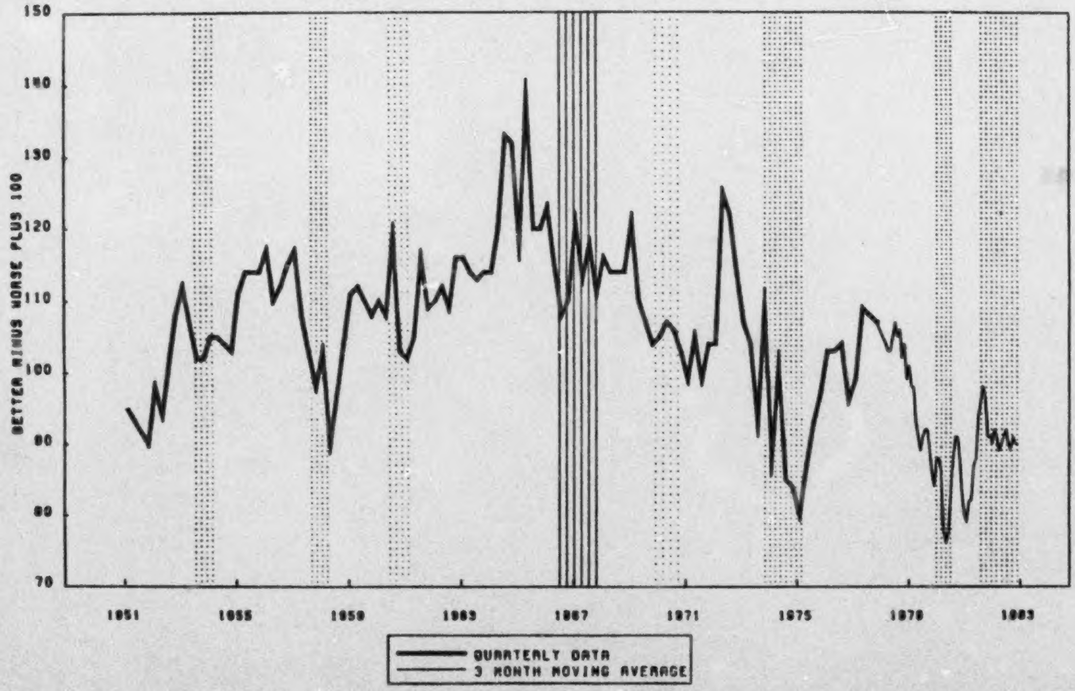


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF	32%	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%
SAME	29	28	30	27	33	32	32	28	30	27	27	23	34
WORSE OFF	38	40	39	42	40	37	38	41	40	42	39	46	38
DK,NA	1	*	1	*	*	*	*	*	1	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

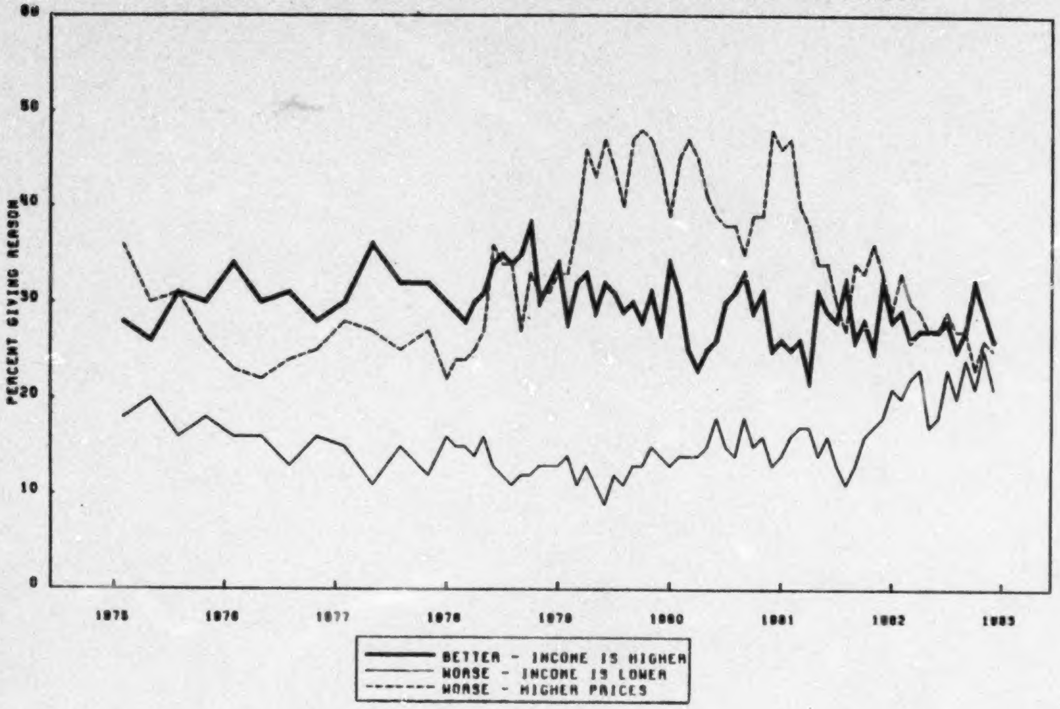


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

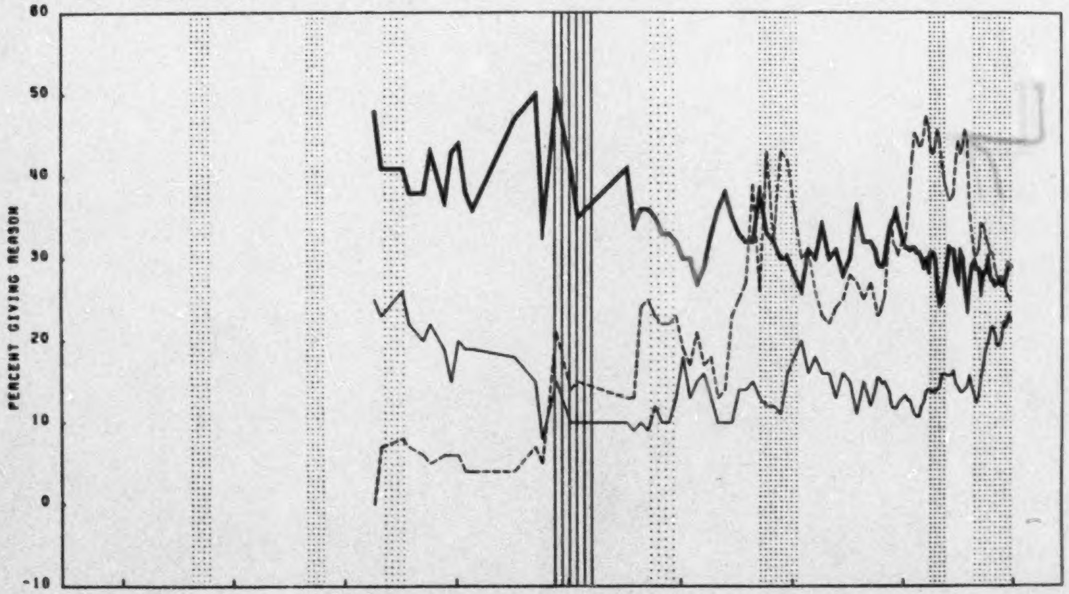


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF THAN YEAR AGO:													
Income is higher	32%	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%
WORSE OFF THAN YEAR AGO:													
Income is lower	18	21	20	22	23	17	18	23	20	24	21	25	21
Higher prices	33	29	33	30	29	27	27	29	27	27	23	26	25

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

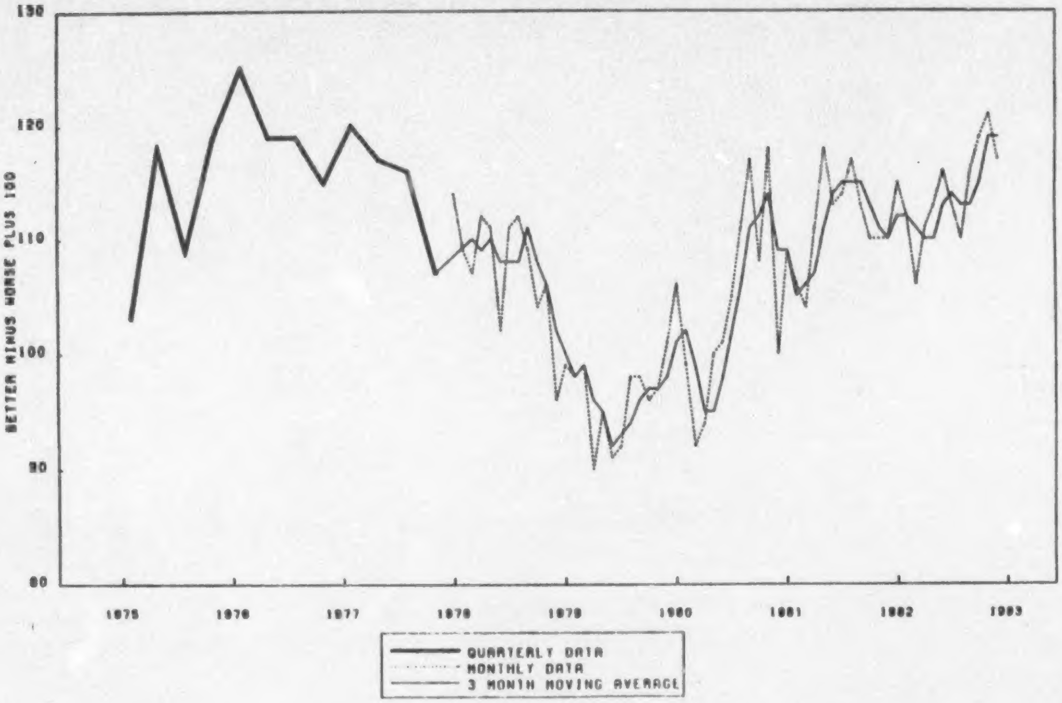


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

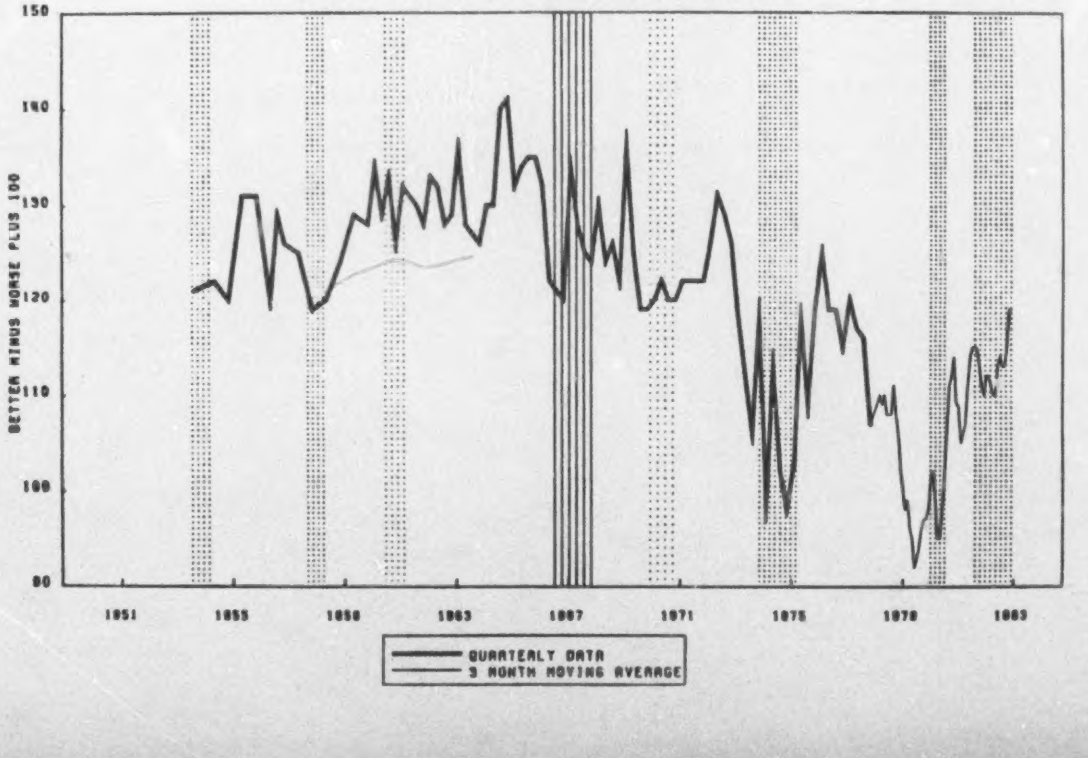


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER OFF	30%	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%
SAME	48	46	47	48	45	49	45	49	46	48	45	43	46
WORSE OFF	20	18	18	21	20	17	18	17	20	17	16	16	17
DK,NA	2	3	5	4	4	4	3	4	4	2	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

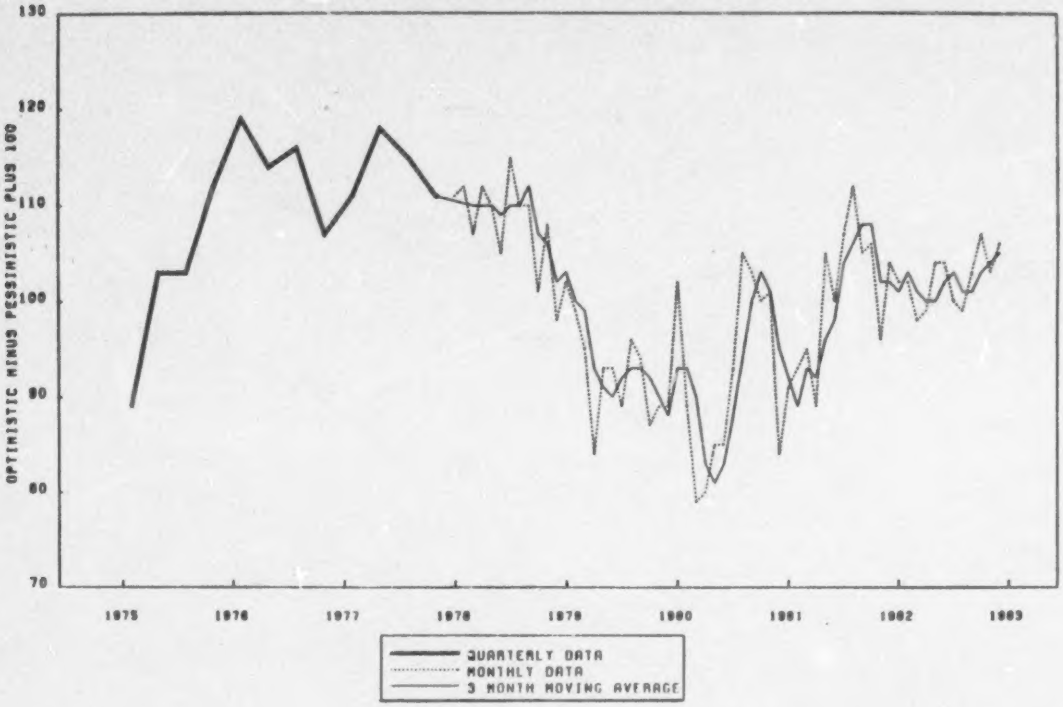


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

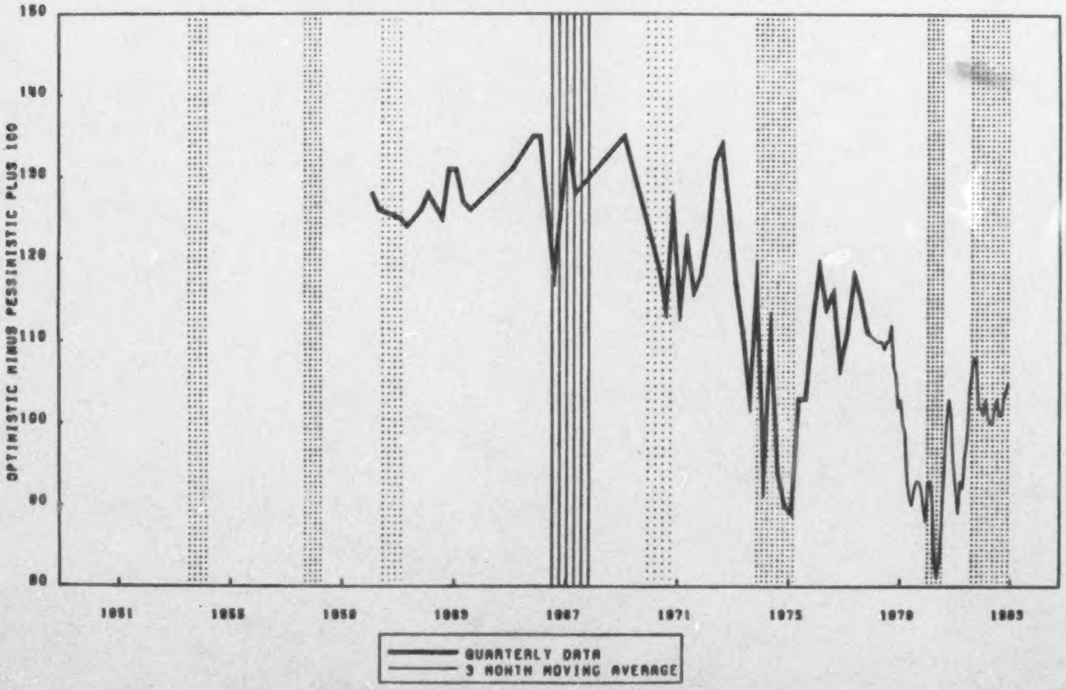


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	13%	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%
Intermittent increase (b)	25	21	19	22	20	23	22	19	18	21	20	19	22
Remain unchanged (c)	14	15	18	14	17	17	16	17	18	16	14	12	18
Intermittent decline (d)	22	23	20	22	21	22	23	23	21	22	21	22	18
Continuous decline (e)	12	11	12	13	12	11	9	11	13	11	10	10	12
Mixed change (f)	11	12	11	14	14	9	13	11	11	12	12	18	13
DK,NA	3	3	5	4	4	4	3	4	4	3	5	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

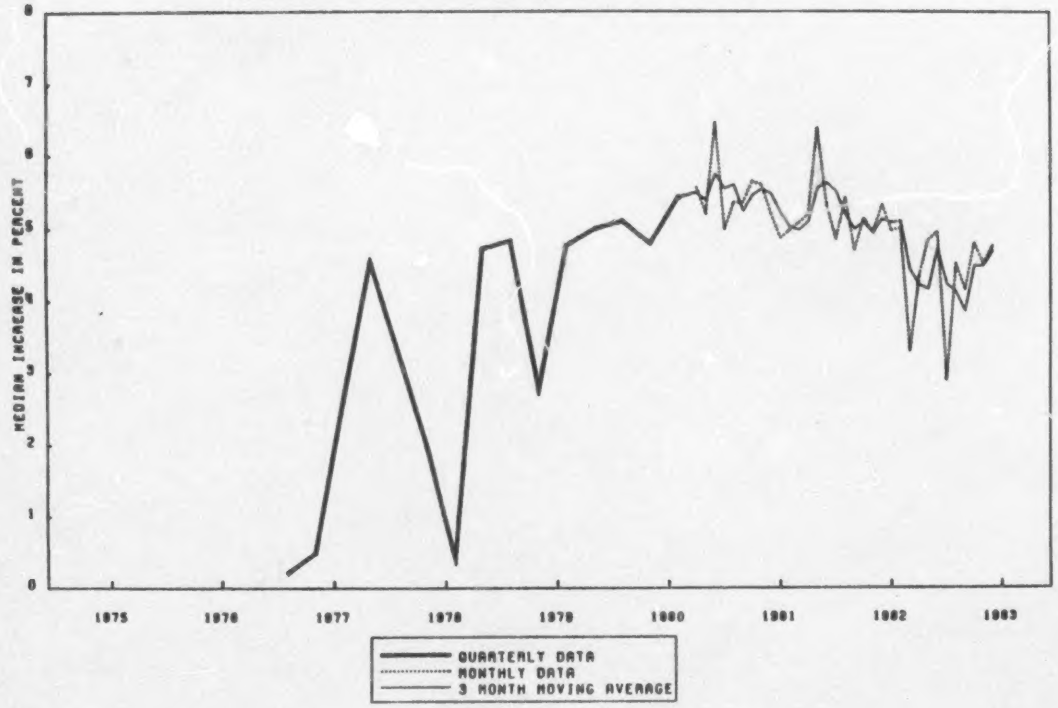


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
EXPECT INCREASE:													
1-4%	5%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%
5%	9	10	9	8	10	9	11	8	7	9	9	9	10
6-9%	10	11	12	9	8	11	13	10	12	9	11	7	9
10-24%	24	22	22	19	19	20	20	17	18	21	18	19	22
25% or more	8	7	6	7	7	8	7	6	7	7	8	9	7
DK how much up	6	4	6	6	6	7	4	6	6	4	7	6	4
EXPECT SAME	21	23	25	25	24	24	21	27	24	30	23	27	24
EXPECT DOWN	15	14	13	18	18	15	17	16	15	13	14	14	17
DK,NA	2	2	2	3	1	1	1	1	3	1	3	3	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

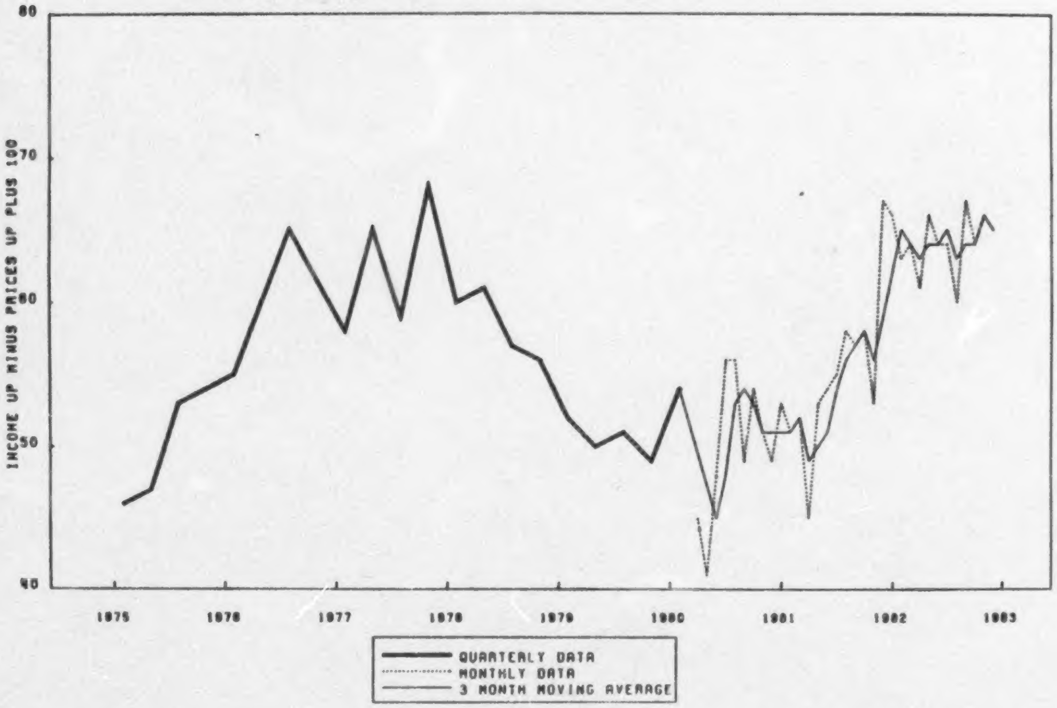


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
INCOME UP MORE	17%	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%
INCOME UP SAME	32	30	30	31	32	29	31	29	30	32	27	33	35
PRICES UP MORE	50	51	53	52	53	52	52	53	54	50	54	50	49
DK,NA	1	2	1	1	1	1	1	1	2	1	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

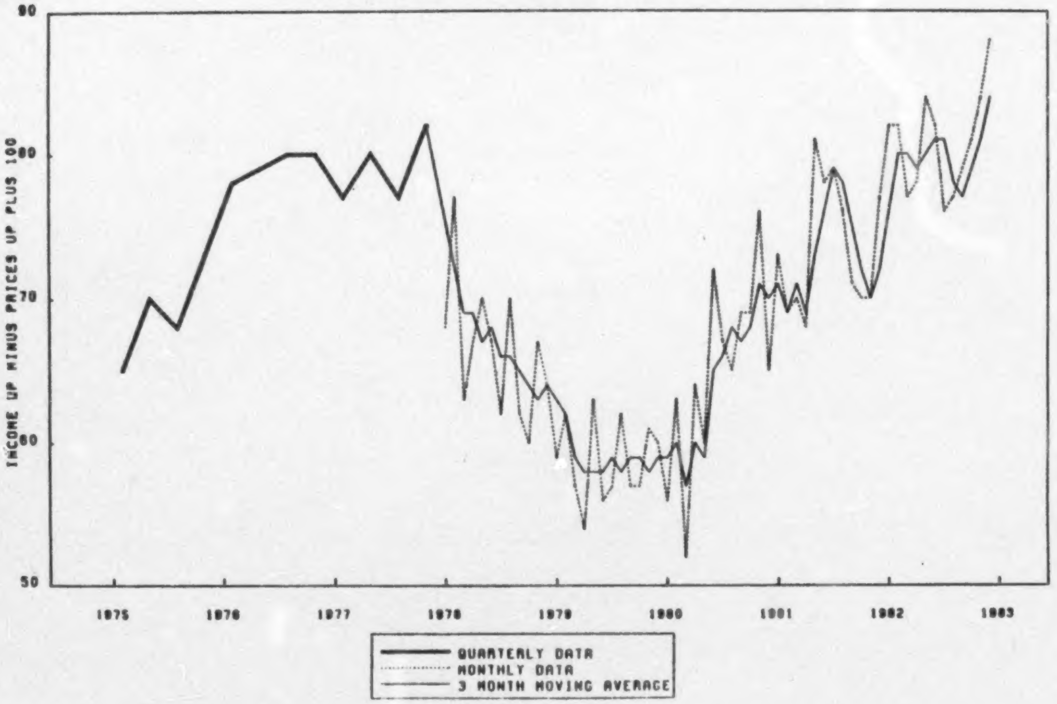


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
INCOME UP MORE	17%	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%
INCOME UP SAME	41	45	40	41	42	43	43	41	40	37	42	42	44
PRICES UP MORE	40	35	38	39	39	35	36	40	40	41	37	35	33
DK,NA	2	3	2	4	2	3	3	3	3	2	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

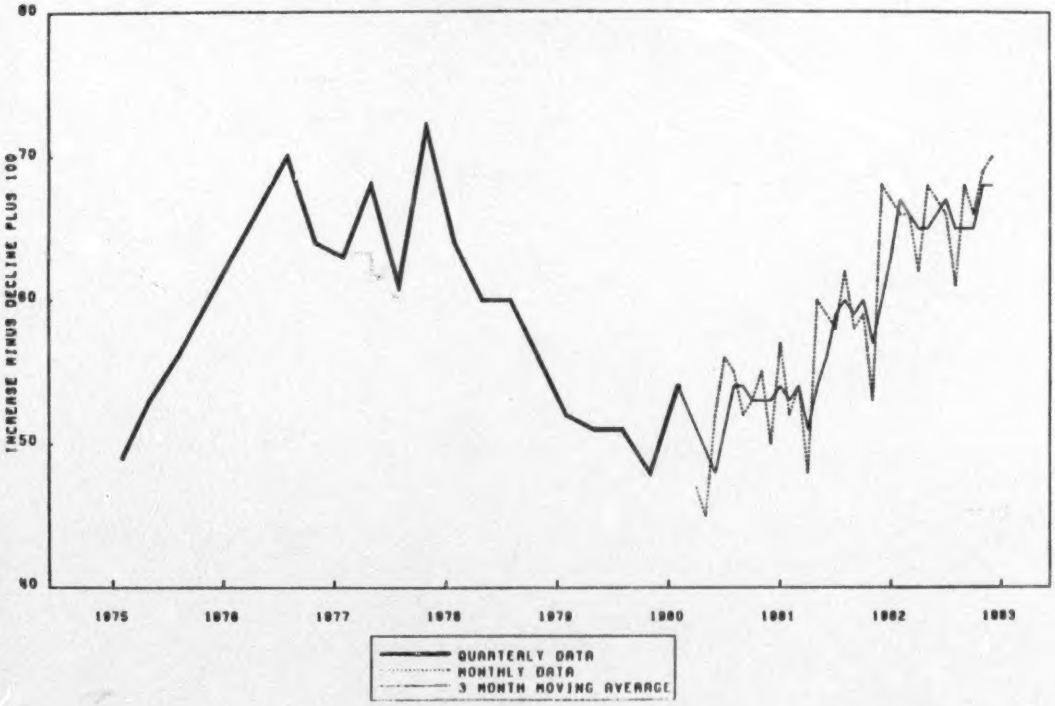


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%
Intermittent increase (b)	12	11	9	10	9	8	11	11	8	12	10	10	11
Remain unchanged (c)	19	19	20	20	19	20	19	19	19	18	17	19	21
Intermittent decline (d)	22	25	22	21	25	24	24	21	23	21	23	25	25
Continuous decline (e)	30	28	30	30	30	26	28	32	32	32	30	25	24
Mixed change (f)	6	5	8	8	6	9	7	5	6	5	8	7	7
DK,NA	3	3	2	4	3	3	3	4	4	3	3	5	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

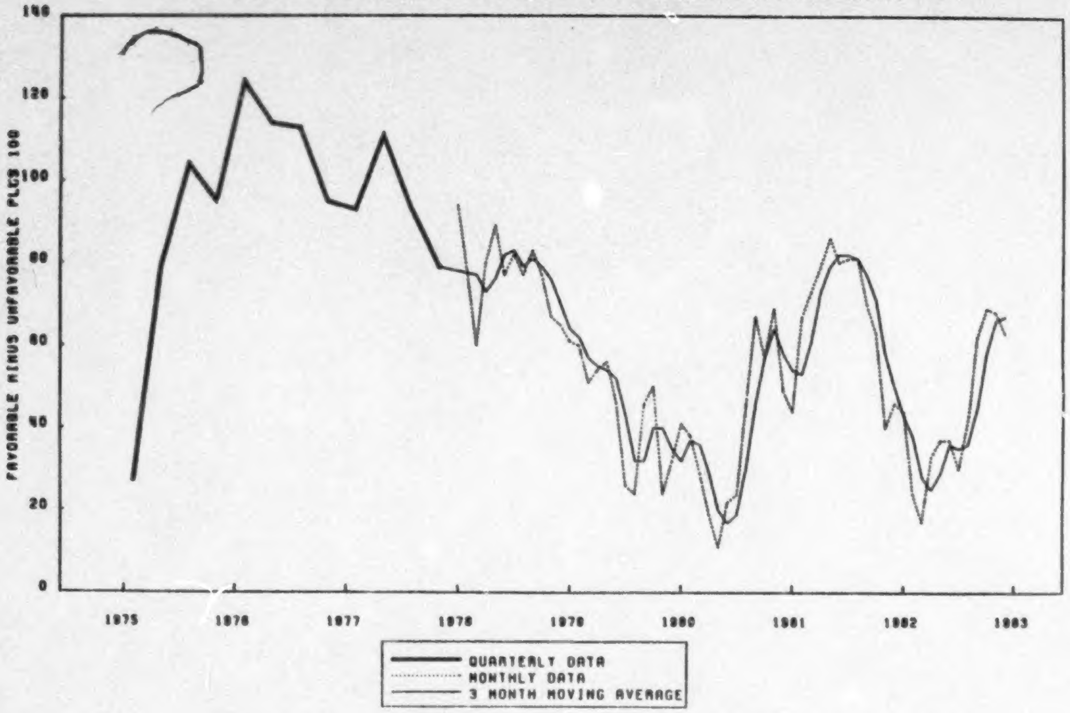


CHART 12 - HISTORICAL SERIES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

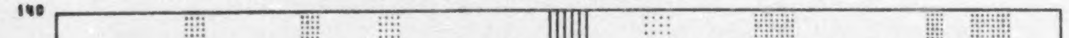


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE NEWS	23%	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%
UNFAVORABLE NEWS	77	79	96	101	90	86	87	90	86	78	70	72	76
NO MENTIONS	37	33	29	26	29	31	31	31	26	26	29	29	27

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

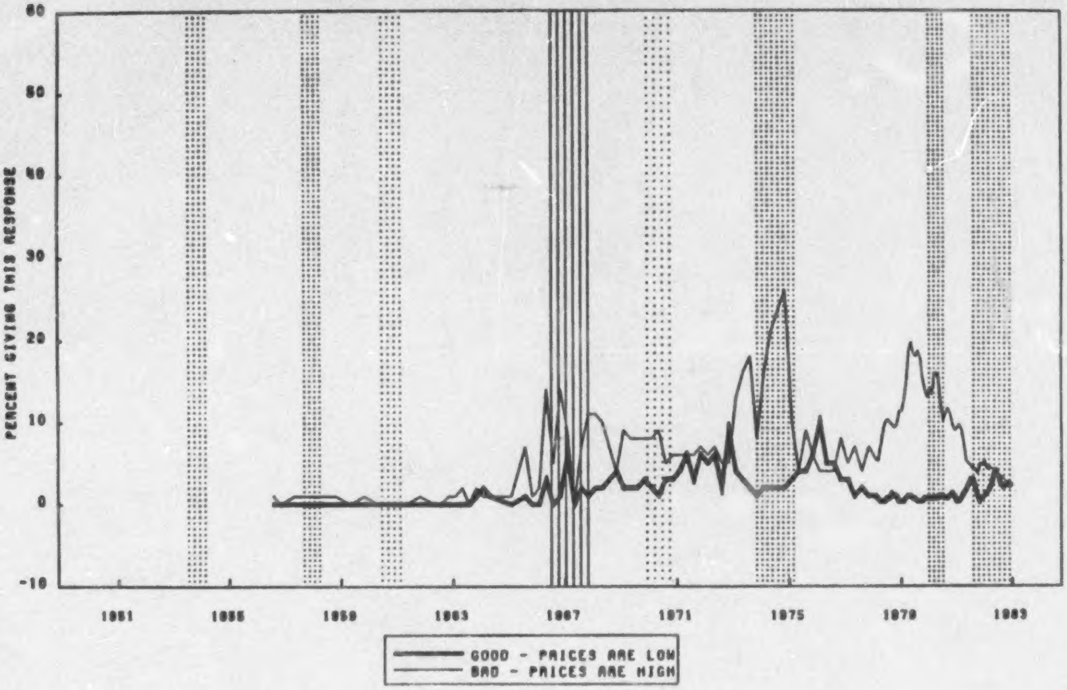


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

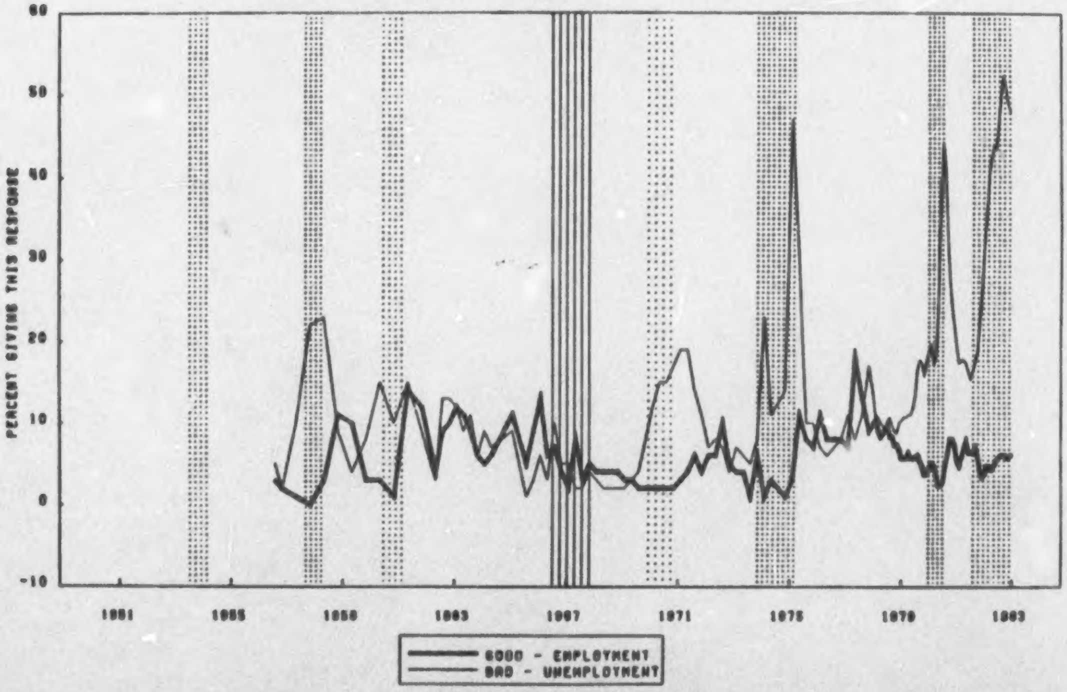


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE NEWS:													
Government; elections	4%	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%
Employment	4	5	5	4	4	6	6	5	7	6	5	6	7
Consumer demand high	1	1	*	*	2	2	3	2	3	1	2	2	3
Prices are low	1	2	1	2	4	5	3	2	2	2	3	2	2
Credit is easy	10	6	5	3	5	3	2	3	9	17	17	18	15
UNFAVORABLE NEWS:													
Government; elections	4	5	6	7	5	4	4	4	4	4	3	2	3
Unemployment	32	35	40	46	41	45	44	52	53	52	48	47	49
Consumer demand low	11	11	14	12	11	8	9	8	6	5	5	7	8
Prices are high	4	5	4	5	4	4	4	3	3	4	1	3	2
Credit is tight	8	6	8	10	10	6	8	9	6	3	3	1	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

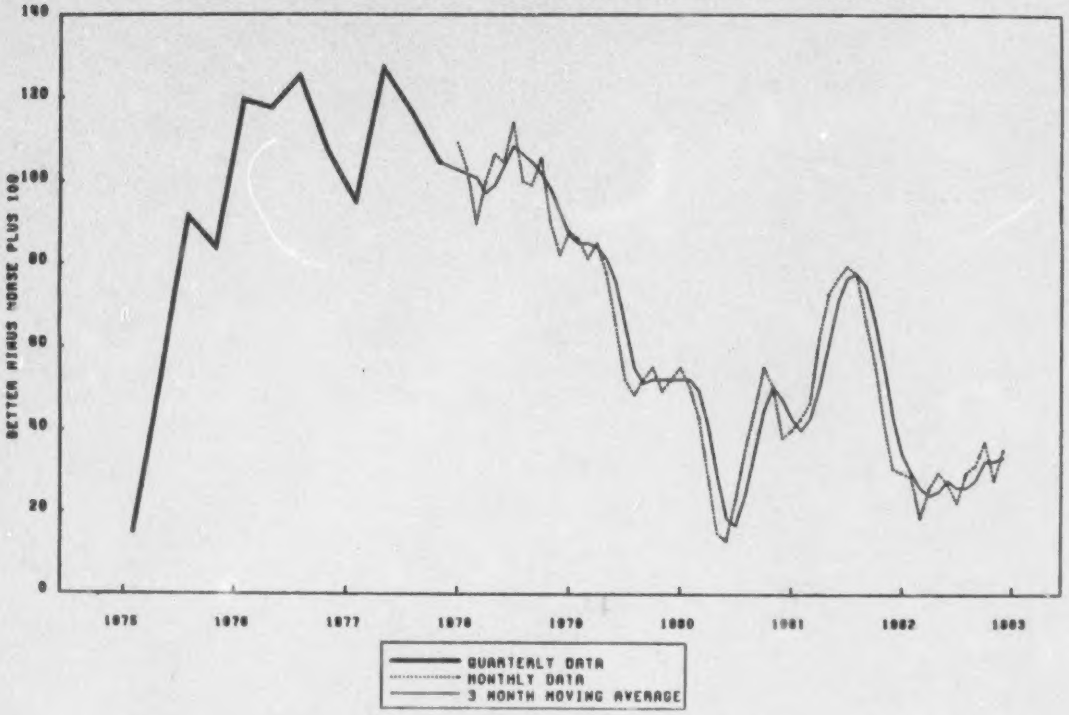


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

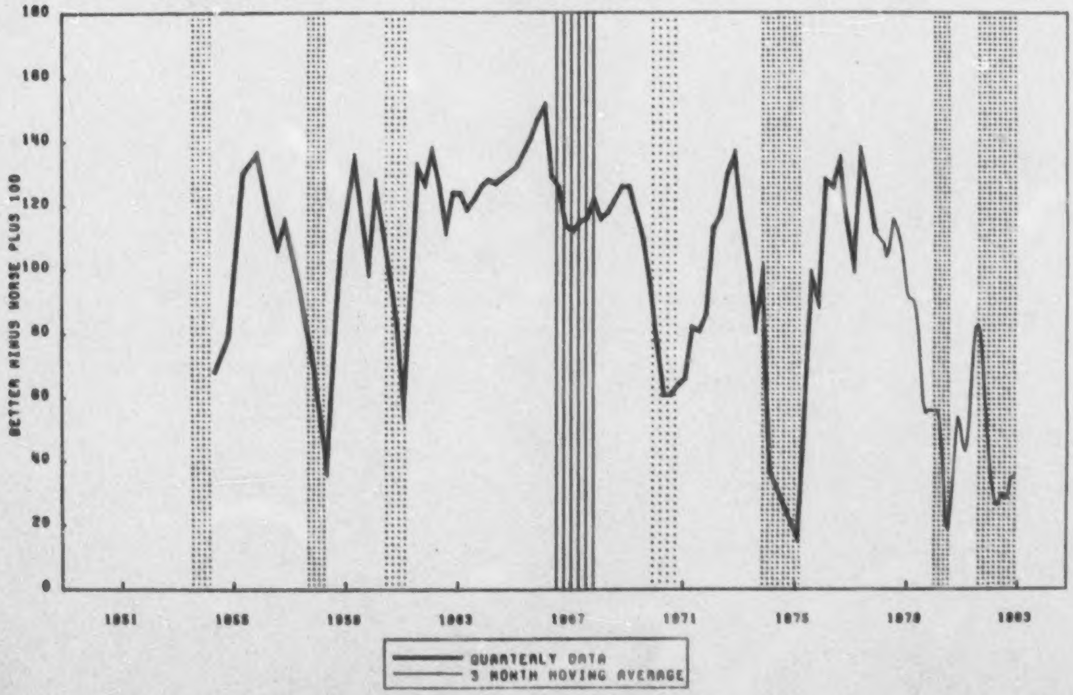


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER NOW	13%	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%
SAME	6	8	8	5	9	6	6	8	6	8	9	5	9
WORSE NOW	80	79	80	87	81	80	82	83	80	79	75	82	76
DK,NA	1	2	1	1	1	2	1	2	2	*	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED' CHANGE IN BUSINESS CONDITIONS IN A YEAR

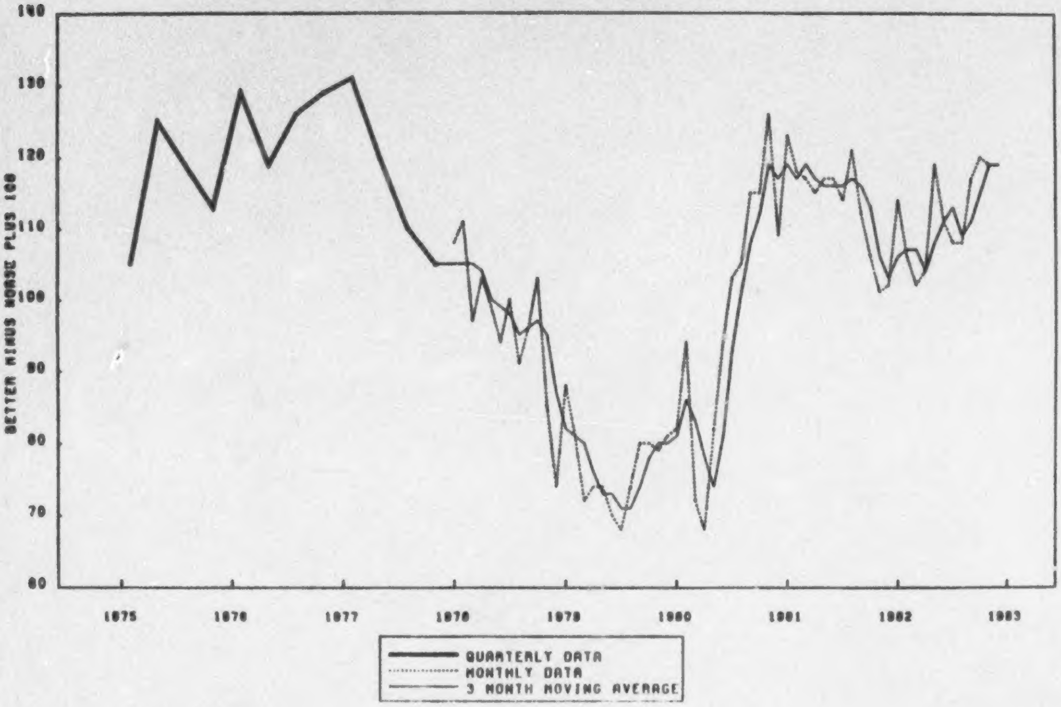


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

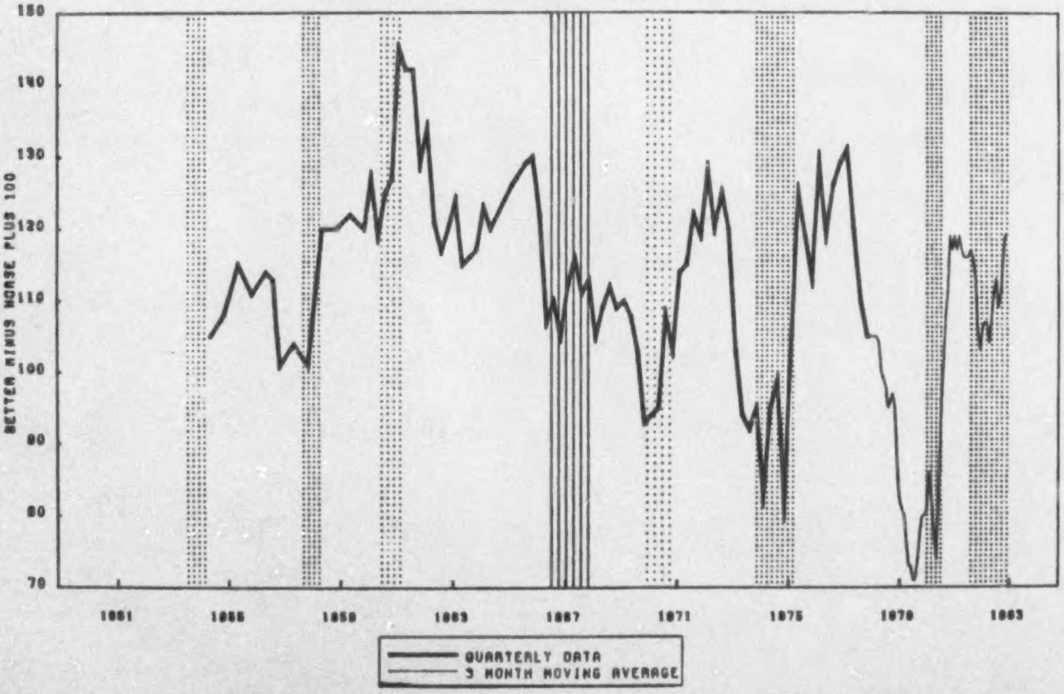


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
BETTER	31%	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%
SAME	37	36	36	42	38	39	34	41	43	43	36	41	41
WORSE	29	24	28	27	28	20	26	25	23	19	20	19	20
DK,NA	3	2	2	2	2	2	3	1	3	2	4	2	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

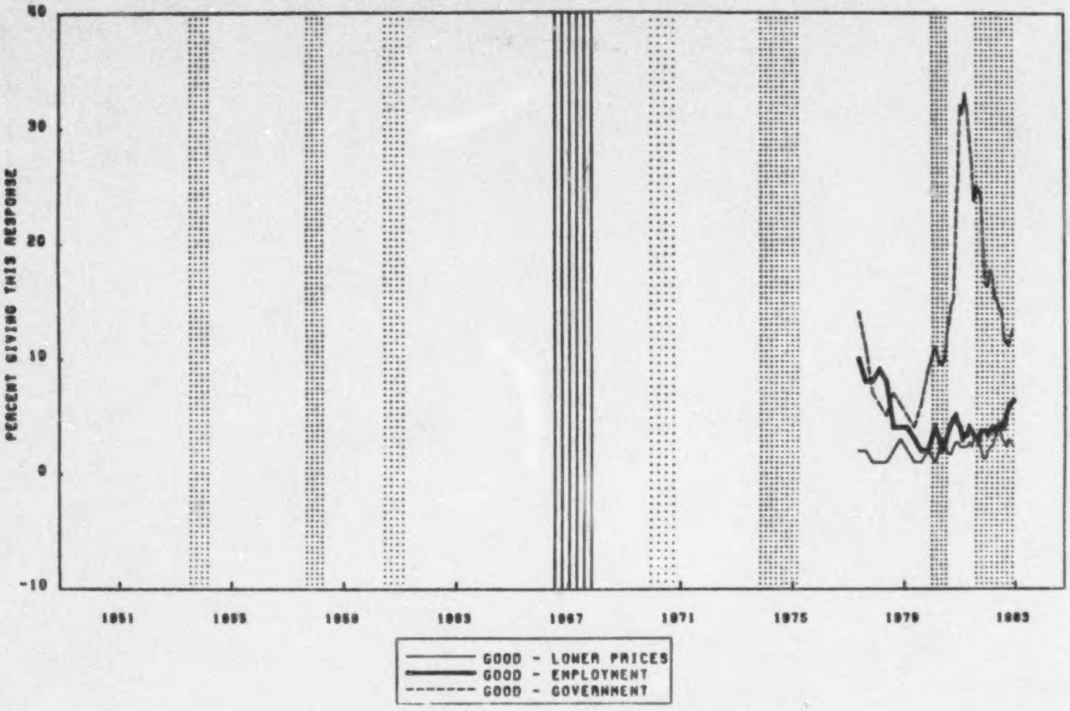


CHART16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

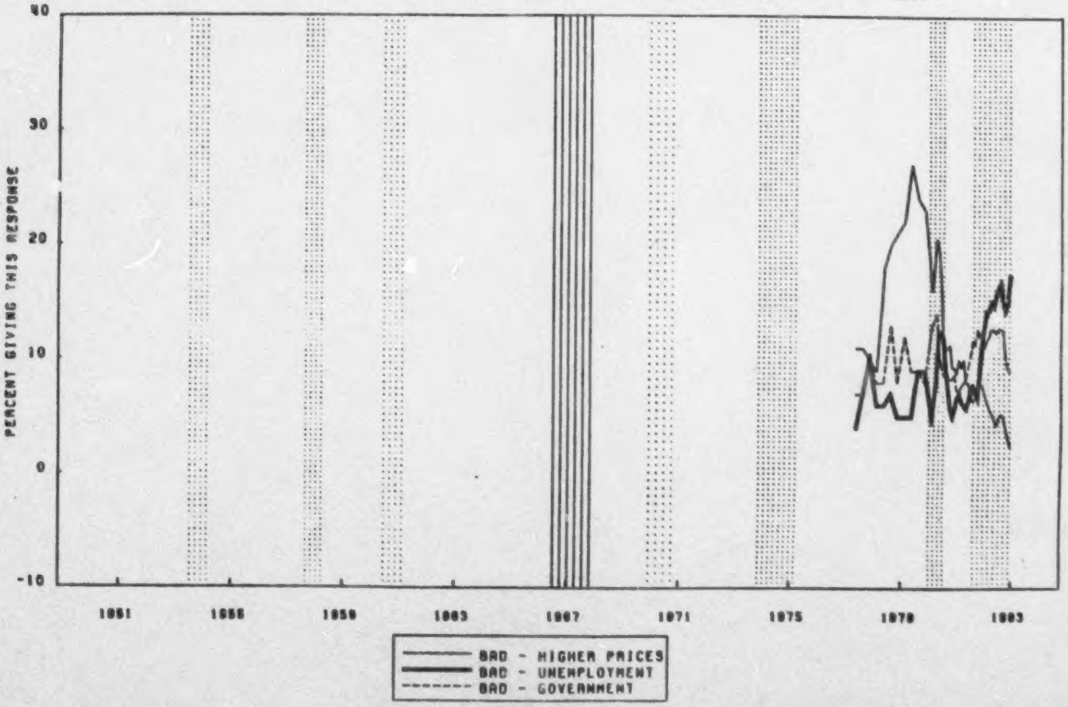


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
FAVORABLE REASONS:													
Government; elections	15%	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%
Employment	2	5	4	3	4	5	4	4	4	7	6	5	8
Higher consumer demand	3	3	2	3	3	4	6	3	3	3	4	4	6
Lower prices	2	3	2	2	5	4	3	2	2	3	4	1	2
Easier credit	9	5	5	7	7	10	9	5	8	13	15	12	12
UNFAVORABLE REASONS:													
Government; elections	12	11	12	13	13	12	12	14	12	12	8	8	11
Unemployment	15	12	16	15	14	15	18	16	16	13	14	18	20
Lower consumer demand	7	6	7	9	7	4	6	5	3	5	3	5	5
Higher prices	8	5	6	6	4	4	5	6	5	4	3	2	2
Tighter credit	4	4	7	7	5	6	10	9	6	7	3	3	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

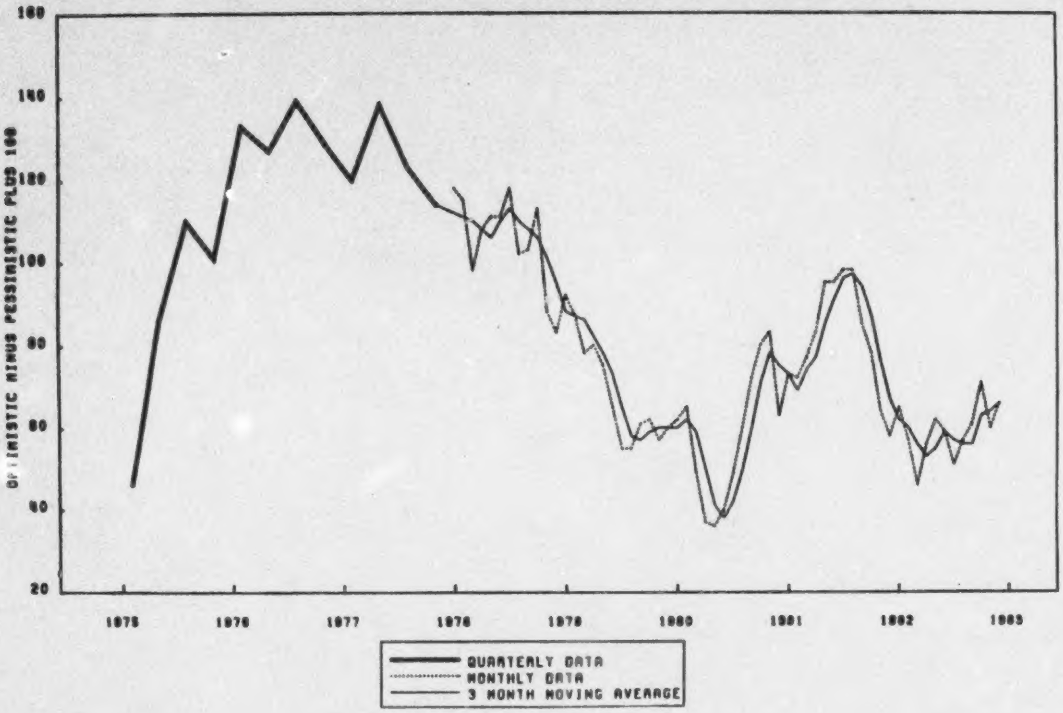


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

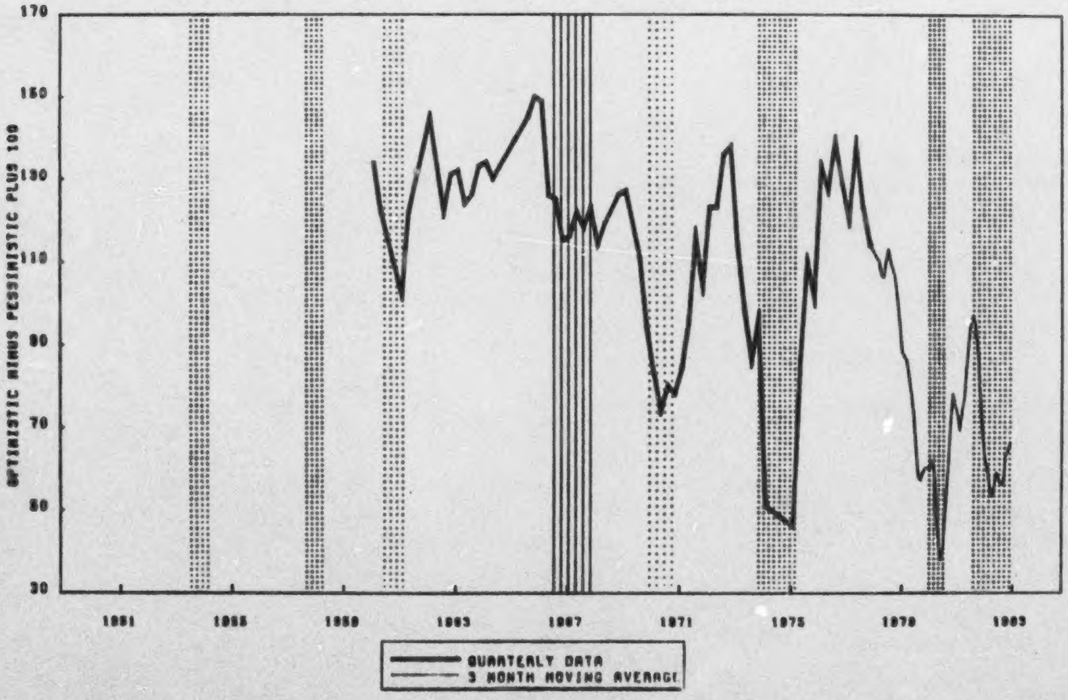


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
TREND:													
Continuous increase (a)	5%	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%
Intermittent increase (b)	8	9	6	5	7	6	6	5	7	6	9	7	9
Remain unchanged (c)	3	3	4	2	4	3	2	3	3	4	3	1	4
Intermittent decline (d)	29	27	30	37	30	33	29	36	35	36	29	37	33
Continuous decline (e)	26	23	25	26	26	19	24	23	22	17	19	18	18
Mixed change (f)	25	29	26	23	24	28	30	25	22	27	26	27	27
DK,NA	4	3	3	3	4	3	3	3	4	2	4	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

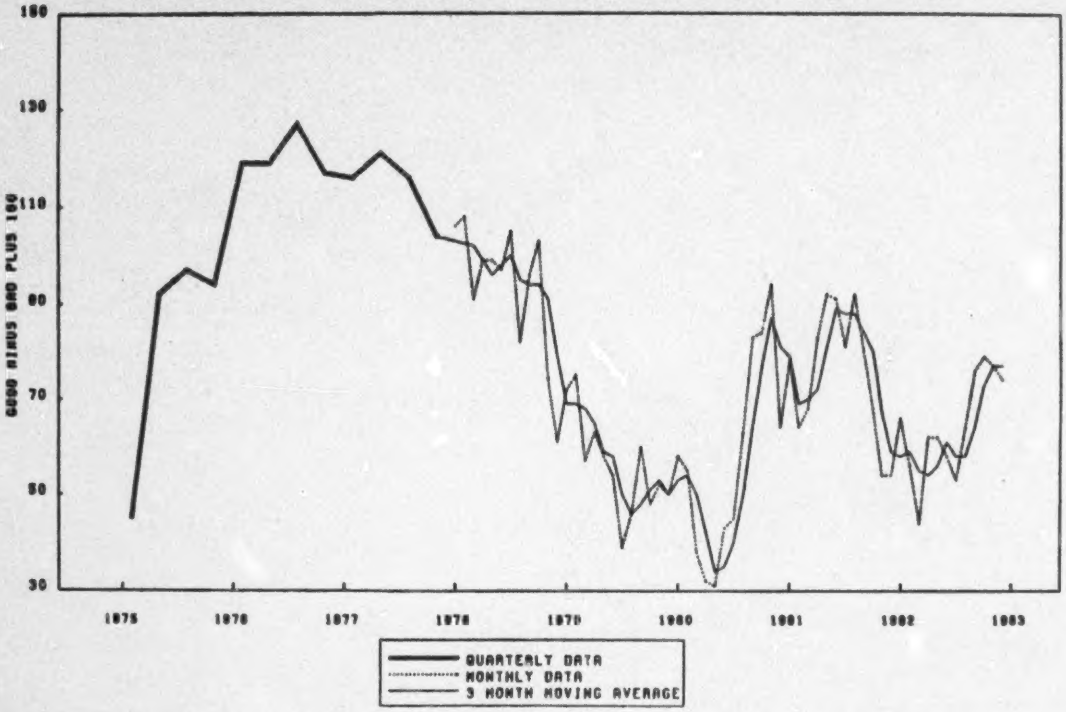


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

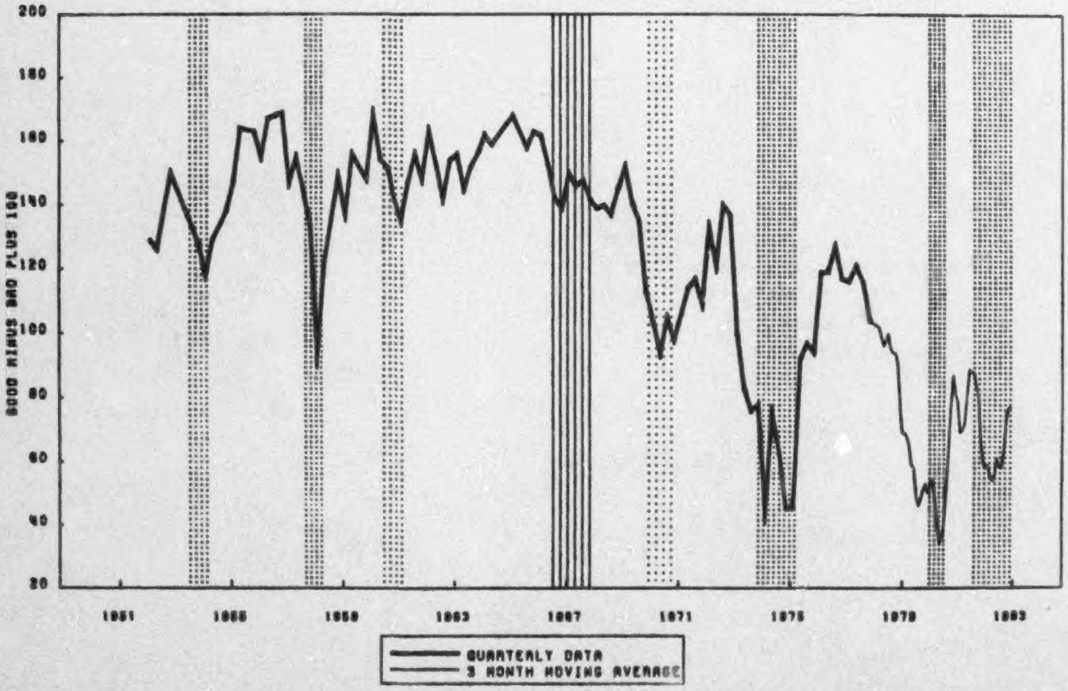


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIMES	23%	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%
UNCERTAIN; GOOD & BAD	2	1	2	2	1	1	1	2	5	4	3	4	2
BAD TIMES	69	64	67	73	66	65	67	70	62	57	56	56	58
DON'T KNOW	4	3	4	3	4	4	4	3	3	4	4	3	5
NOT ASCERTAINED	2	2	4	5	1	3	3	2	4	2	2	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

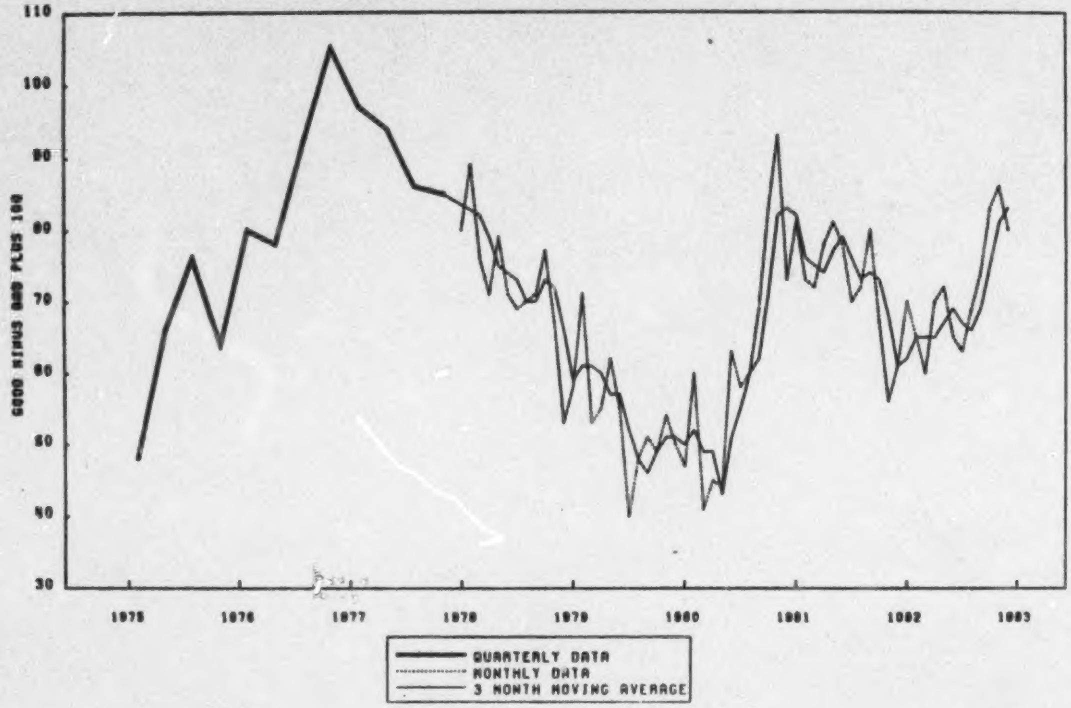


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

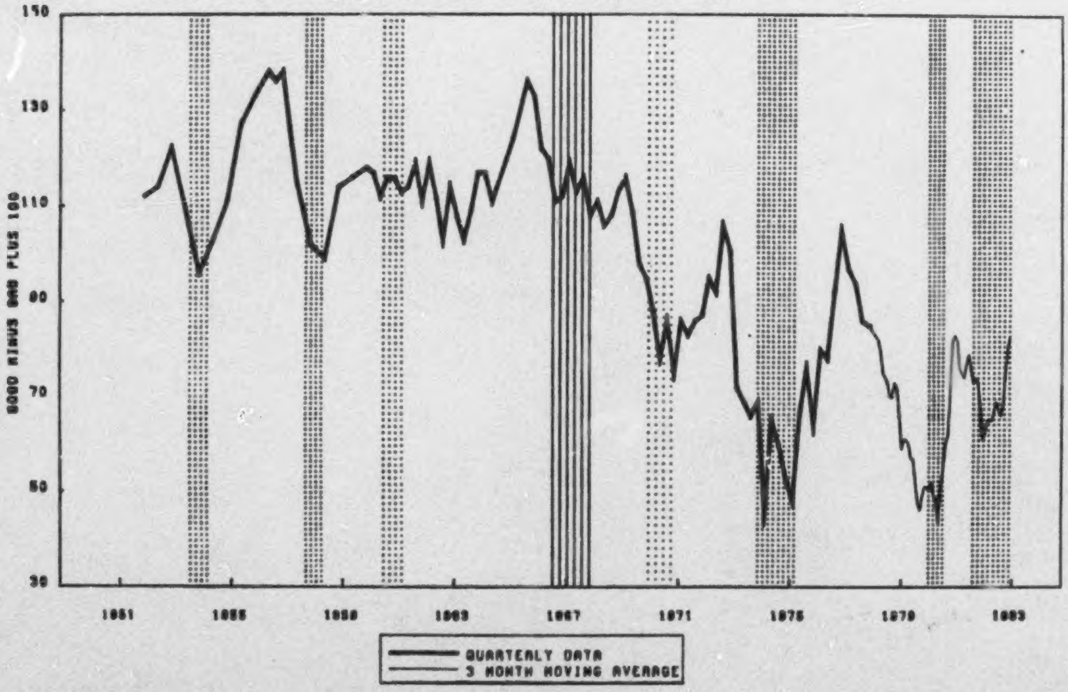


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIMES	20%	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%
UNCERTAIN, GOOD & BAD	17	11	13	13	13	13	12	15	15	14	14	14	14
BAD TIMES	59	58	59	62	55	55	59	59	54	54	49	47	49
NOT ASCERTAINED	4	3	4	3	7	5	5	4	8	4	5	6	8
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

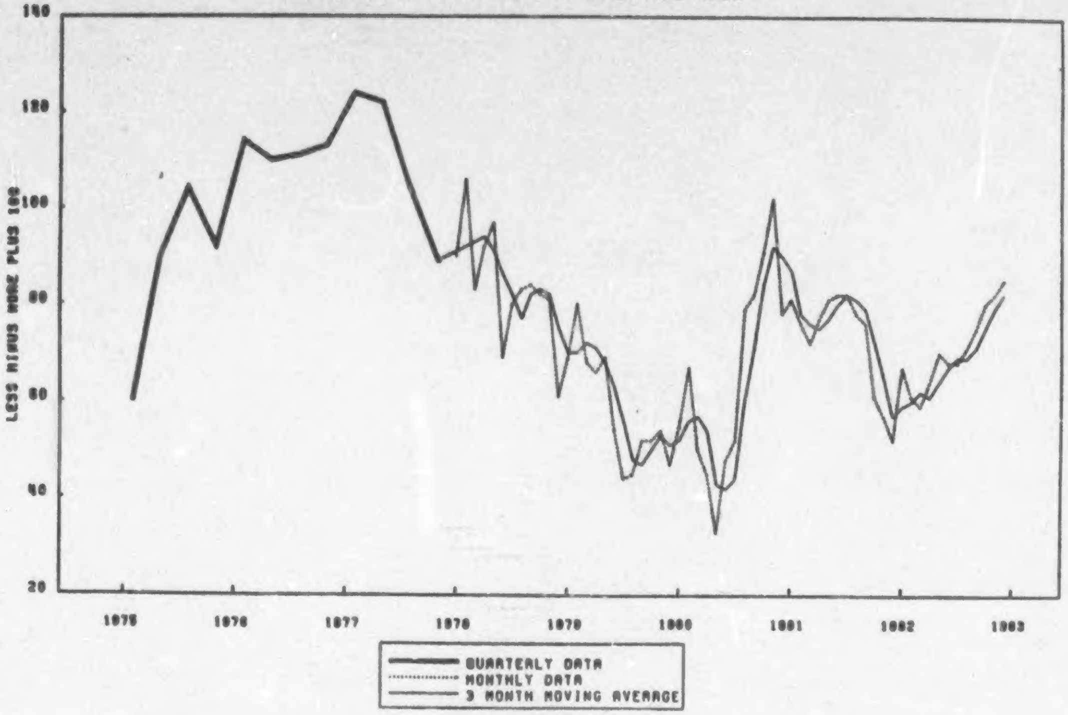


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

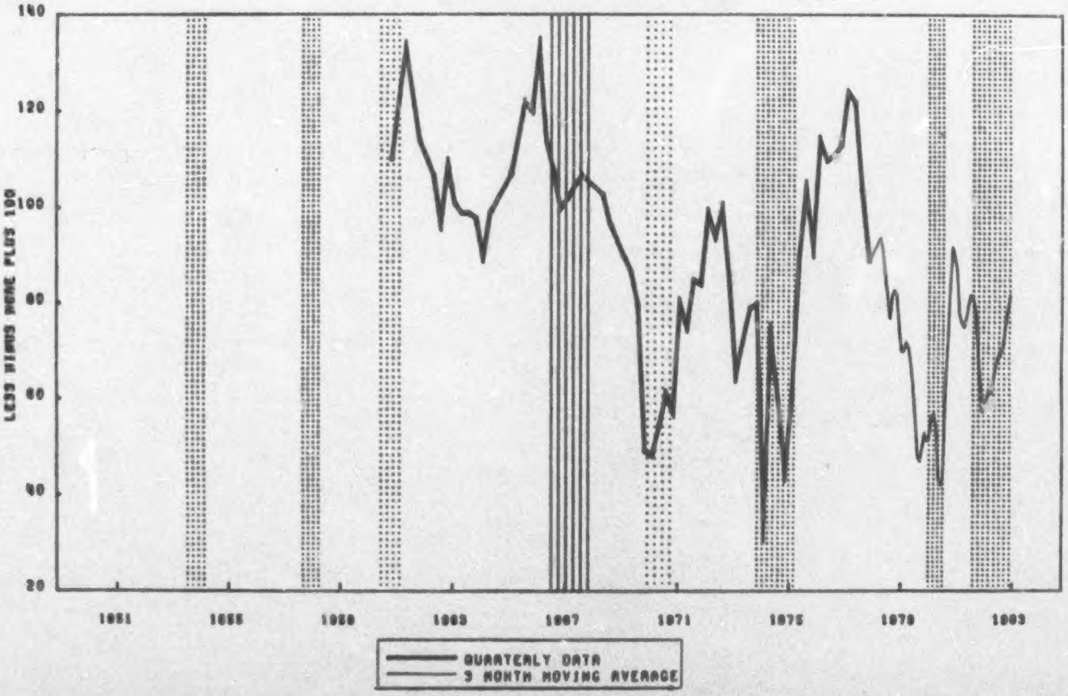


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
LESS	11%	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%
SAME	28	34	33	32	34	35	35	35	35	38	36	42	40
MORE	59	49	52	54	50	47	48	48	46	43	41	37	37
DK,NA	2	1	2	1	2	1	1	1	2	1	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

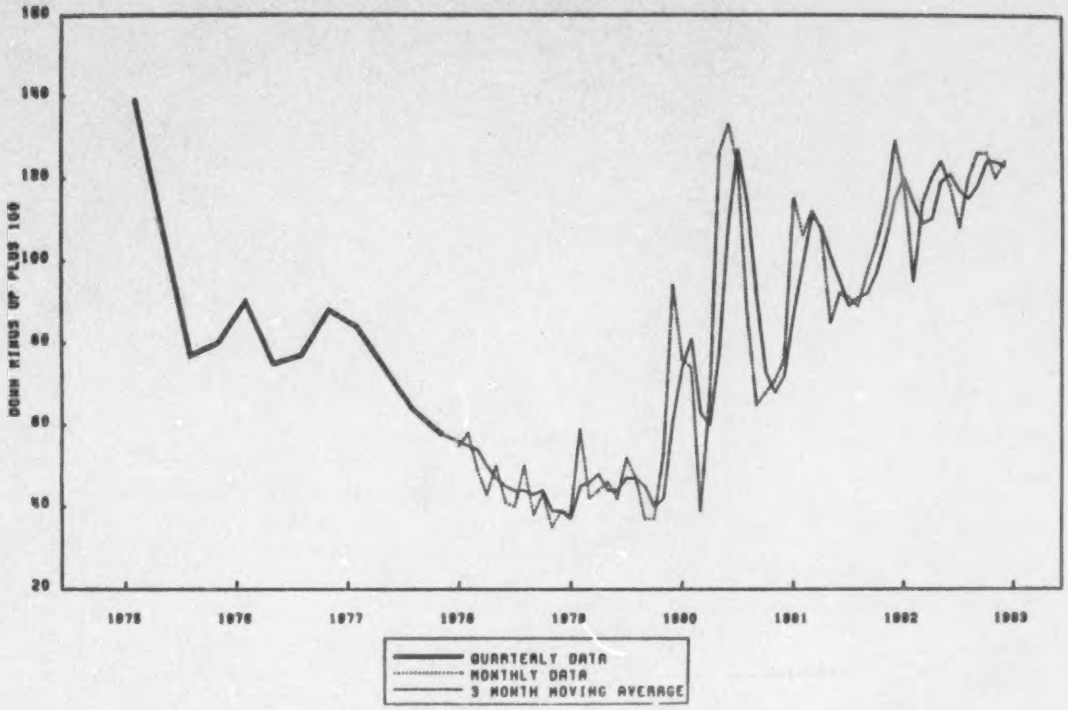


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

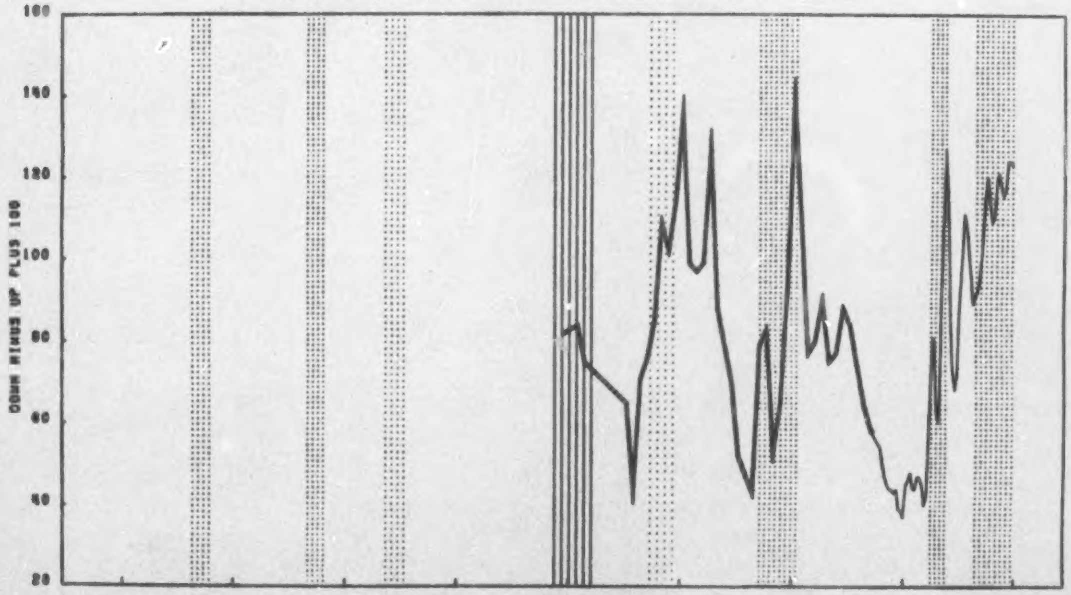


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GO UP	21%	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%
STAY THE SAME	25	28	33	33	33	34	37	41	34	26	26	26	33
GO DOWN	50	43	29	39	42	43	39	32	41	48	48	45	44
DK,NA	4	4	4	3	3	4	3	3	4	4	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

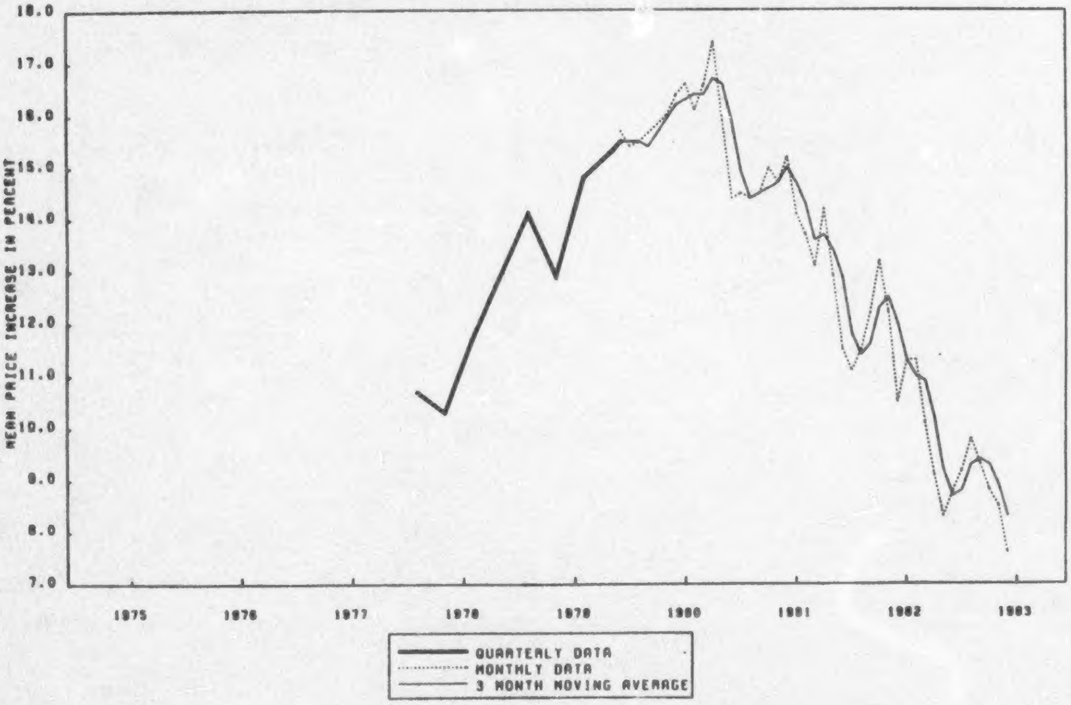


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
SAME OR DOWN	10%	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%
GONE UP BY:													
1-2%	4	4	4	5	4	2	8	6	5	6	4	5	6
3-4%	7	5	6	7	7	11	10	8	8	10	7	9	9
5%	11	11	11	13	12	12	12	14	11	12	13	15	17
6-9%	15	17	14	12	14	13	14	13	16	14	12	12	12
10-14%	28	24	24	24	24	16	21	22	24	19	22	14	17
15% or more	19	22	22	19	17	17	16	18	17	16	14	18	14
DK how much up	6	6	6	5	7	6	5	6	6	7	7	6	5
DK,NA	*	*	*	*	*	*	*	1	1	*	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	10.5	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6
VARIANCE	104	126	132	114	83	96	93	87	96	115	106	102	82
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

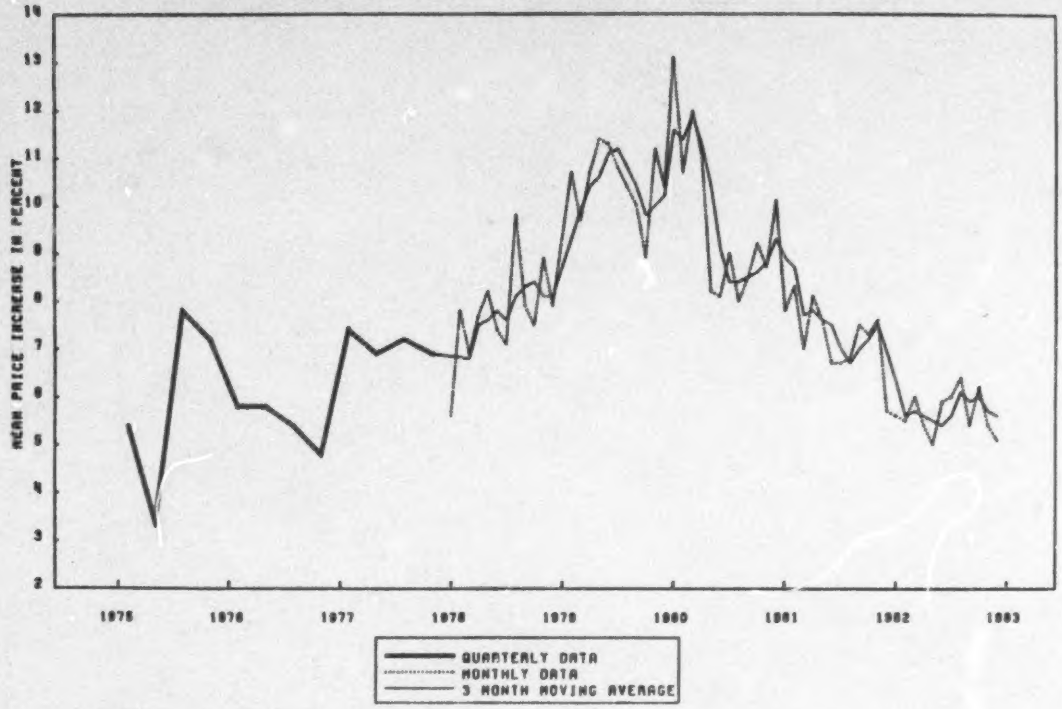


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

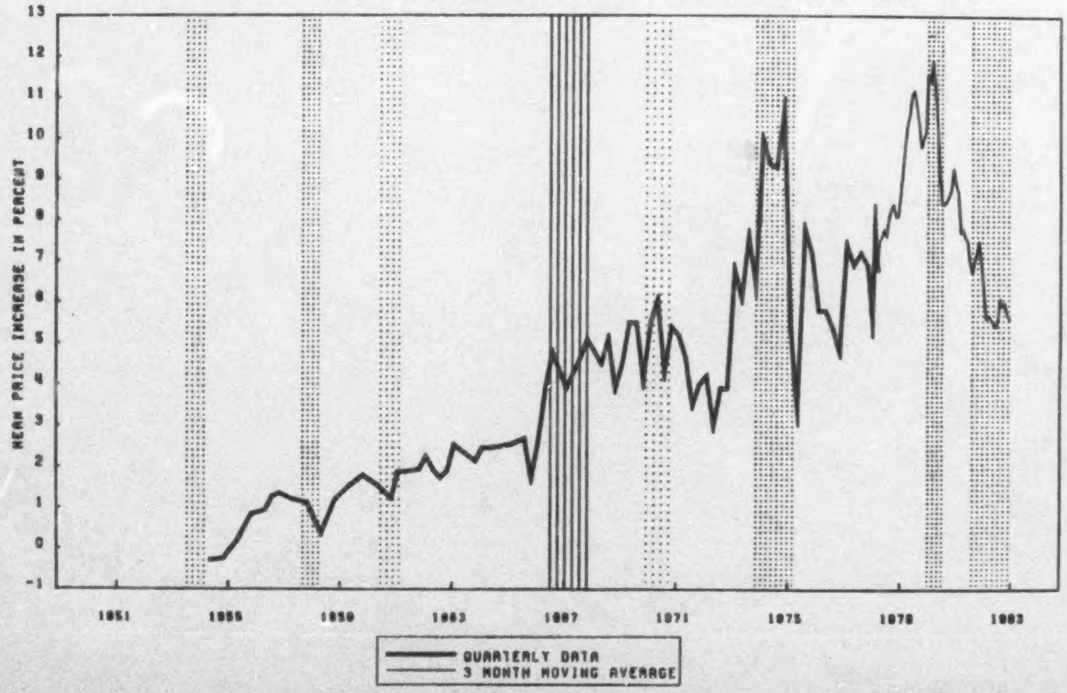


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
SAME OR DOWN	35%	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%
WILL GO UP BY:													
1-2%	4	5	4	7	4	6	7	7	8	7	5	5	6
3-4%	8	8	7	11	7	9	10	10	12	9	8	10	13
5%	12	13	12	11	16	15	14	17	16	14	14	15	15
6-9%	14	11	12	12	10	11	10	15	12	13	11	11	9
10-14%	14	13	14	12	16	8	16	14	13	12	15	12	11
15% or more	8	8	7	11	8	8	8	7	11	7	9	9	8
DK how much up	3	4	5	2	3	4	3	5	3	5	5	3	3
DK,NA	2	2	1	2	3	3	2	2	2	2	2	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.7	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1
VARIANCE	62	59	59	85	54	58	71	53	65	59	82	55	56
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

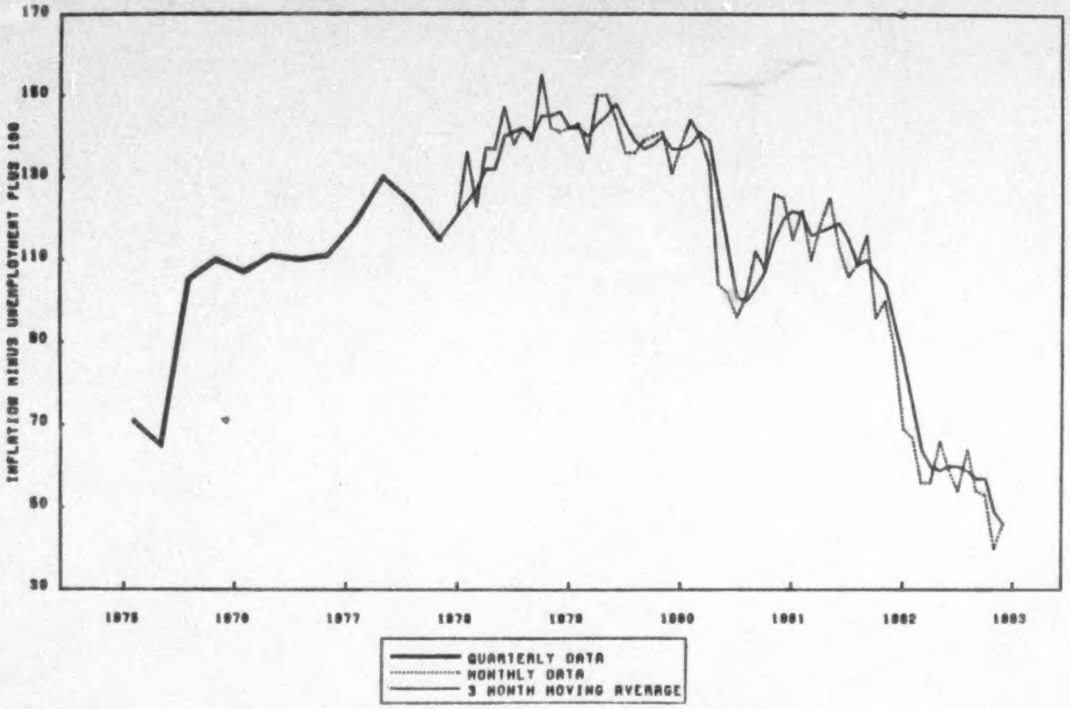


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

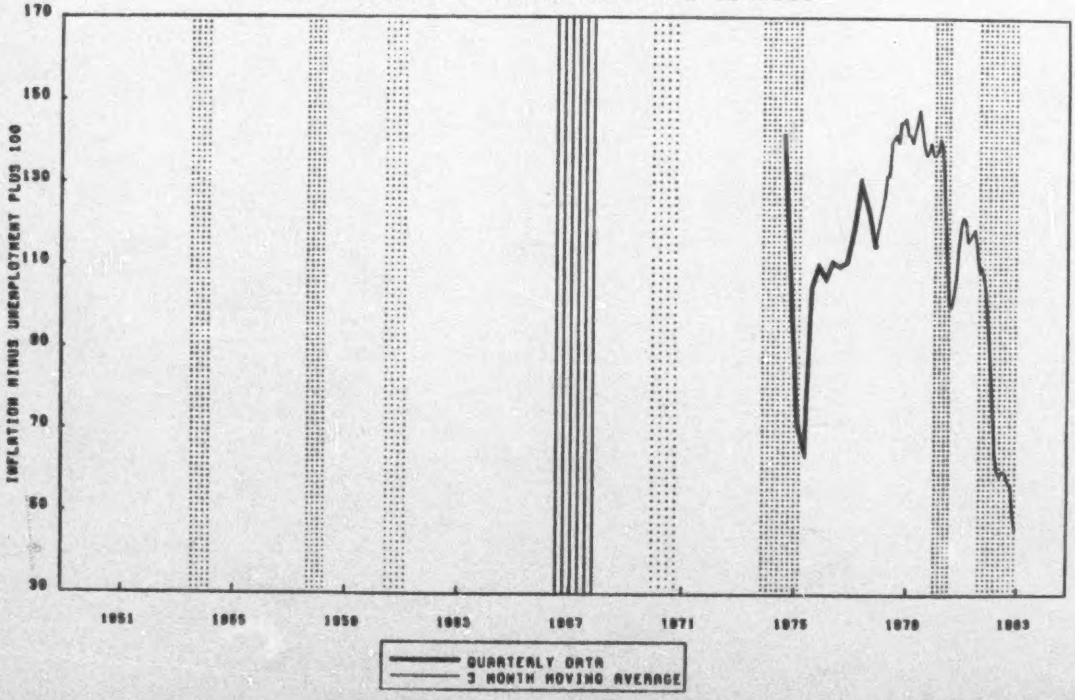


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
UNEMPLOYMENT	49%	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%
BOTH EQUALLY SERIOUS	11	10	14	11	13	9	12	11	11	9	11	7	9
INFLATION	38	29	26	22	21	28	23	21	26	22	20	16	18
DK,NA	2	1	1	1	1	1	1	1	1	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

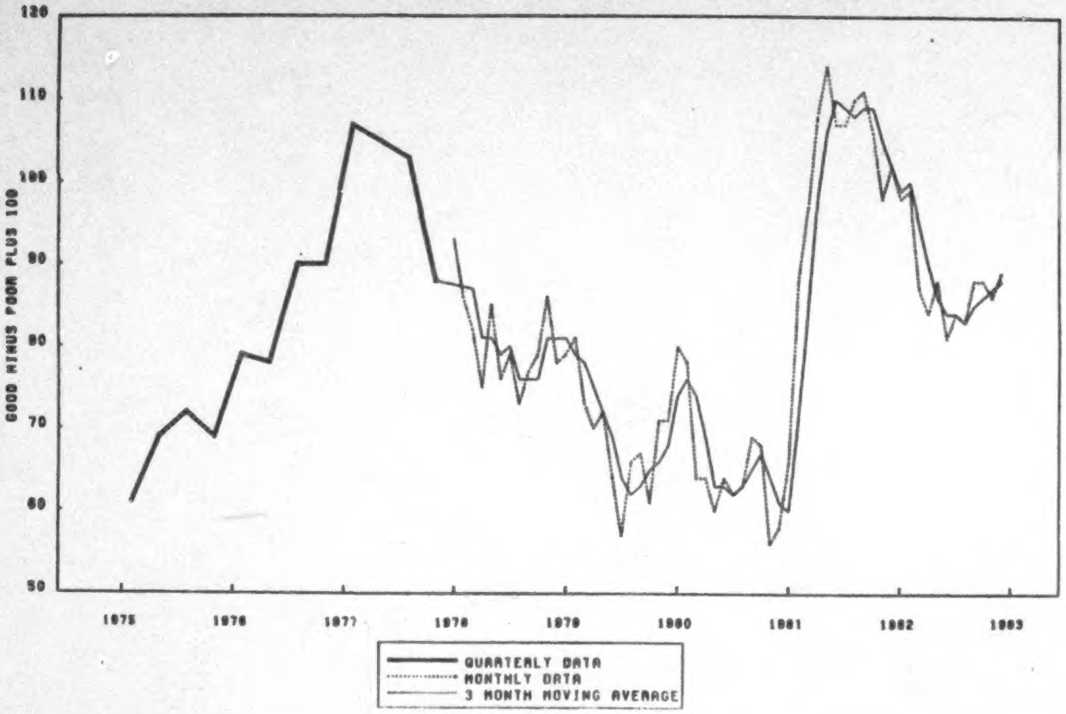


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

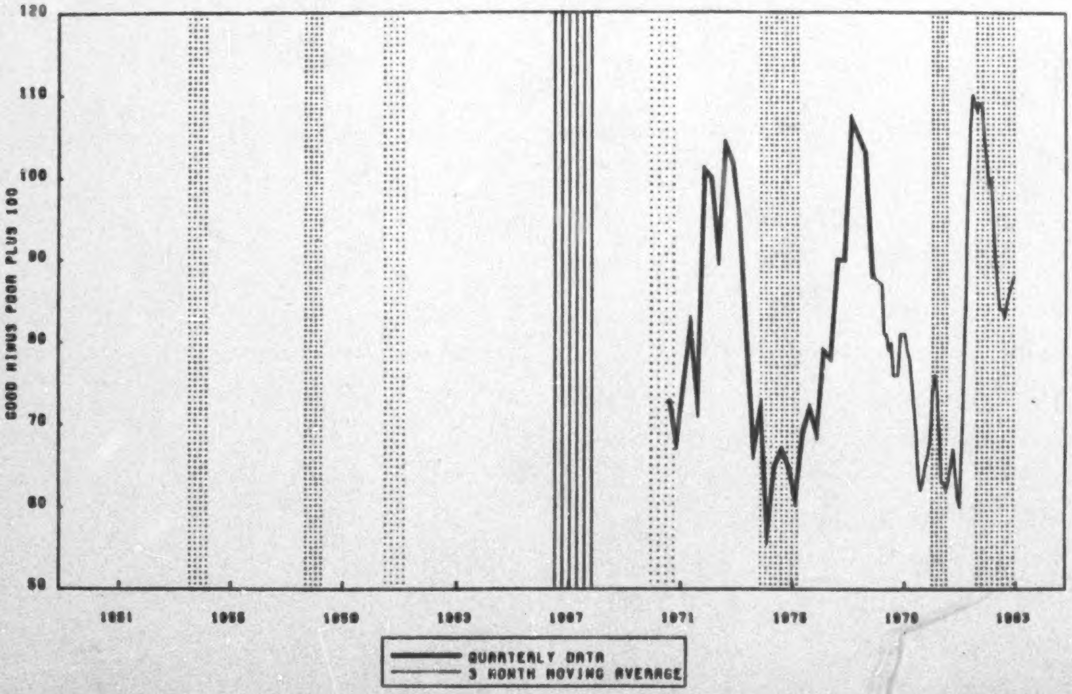


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
A GOOD JOB	26%	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%
ONLY FAIR	47	46	42	48	37	46	46	46	45	46	41	45	47
A POOR JOB	24	27	28	31	38	32	35	34	34	31	33	33	30
DK,NA	3	2	3	3	3	2	3	2	4	4	5	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

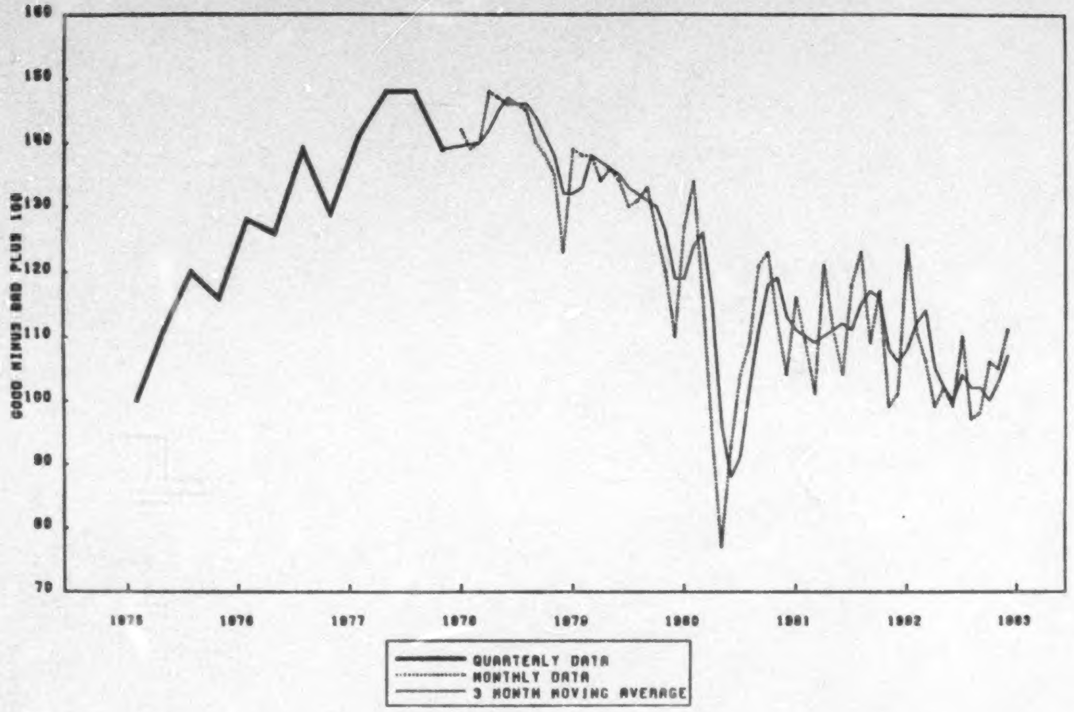


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

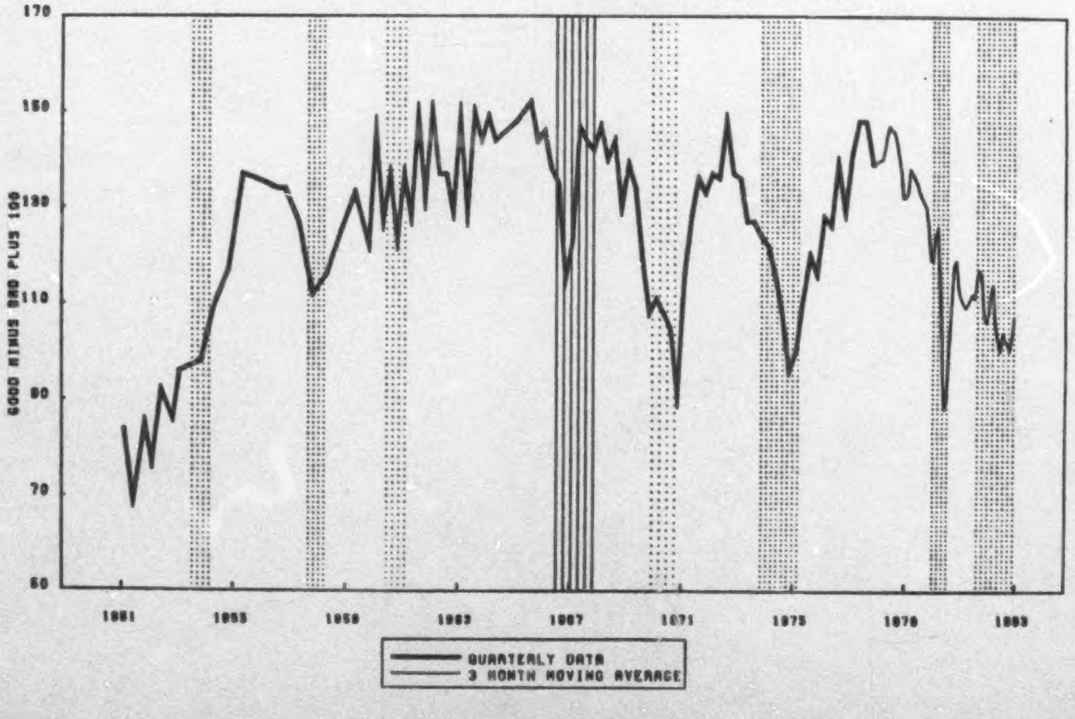


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	44%	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%
UNCERTAIN, DEPENDS	13	10	15	10	17	12	13	14	15	14	14	11	11
BAD TIME TO BUY	43	33	37	42	42	43	44	38	44	44	40	42	39
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

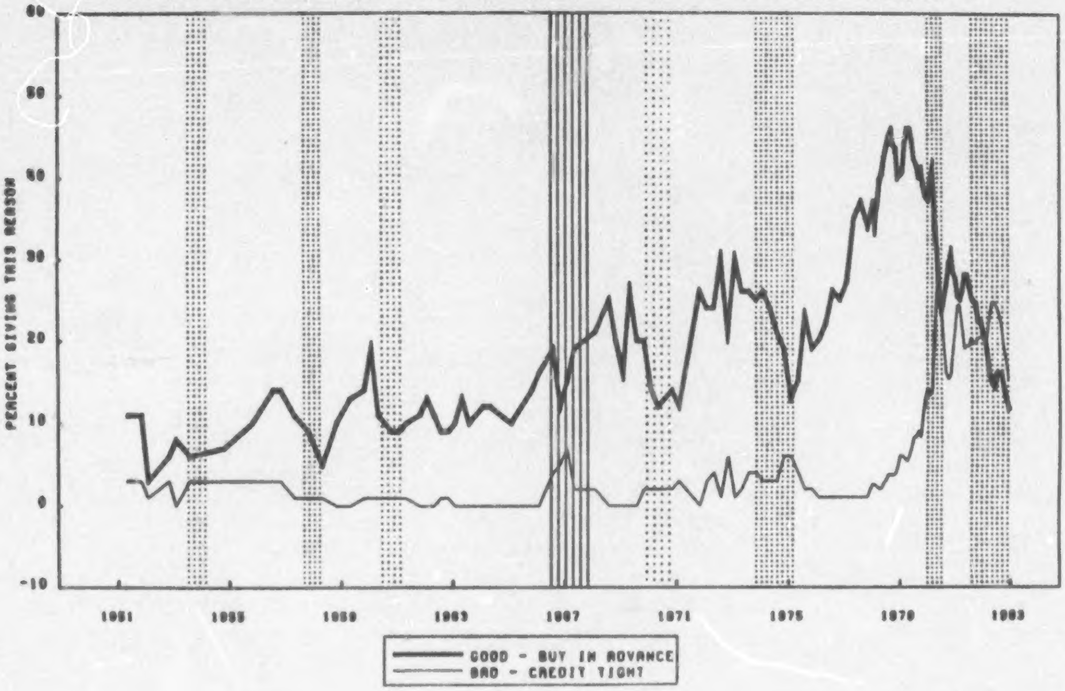


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

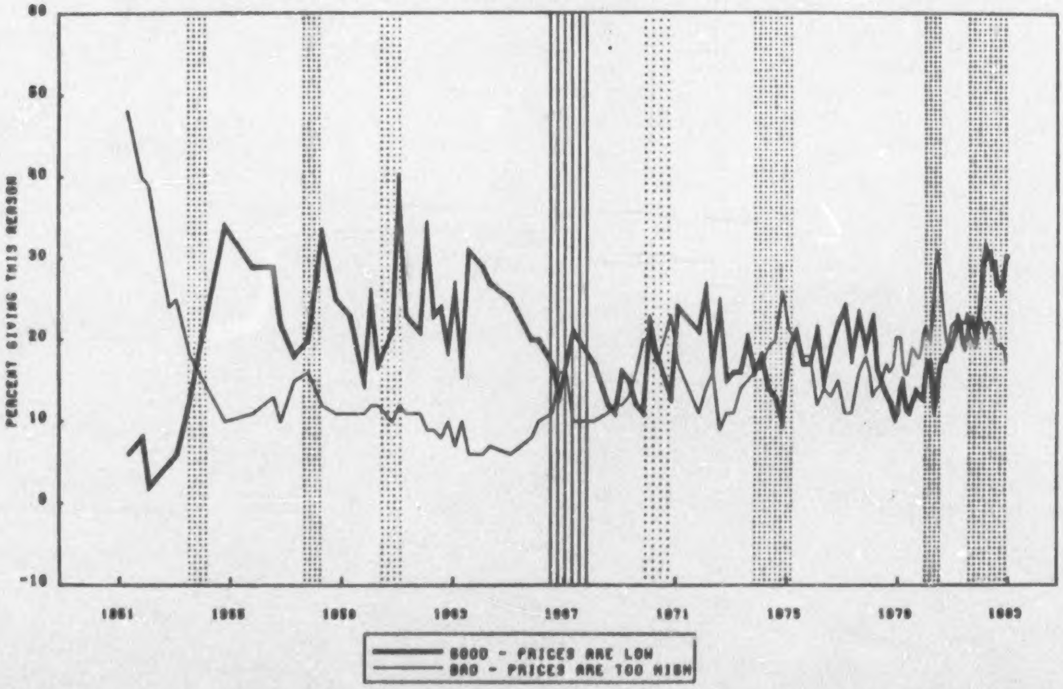


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	26%	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%
Prices won´t come down; are going higher	21	22	18	15	14	15	14	19	15	14	14	11	10
Interest rates low; credit is easy	2	3	2	1	1	3	2	2	2	4	5	5	8
BAD TIME TO BUY:													
Prices are high	26	17	22	22	23	21	21	18	19	21	18	18	16
Interest rates are high; credit is tight	21	18	19	24	26	24	24	24	22	20	16	17	13
Lack of purchasing power	15	13	15	18	19	20	21	19	21	21	21	24	21

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

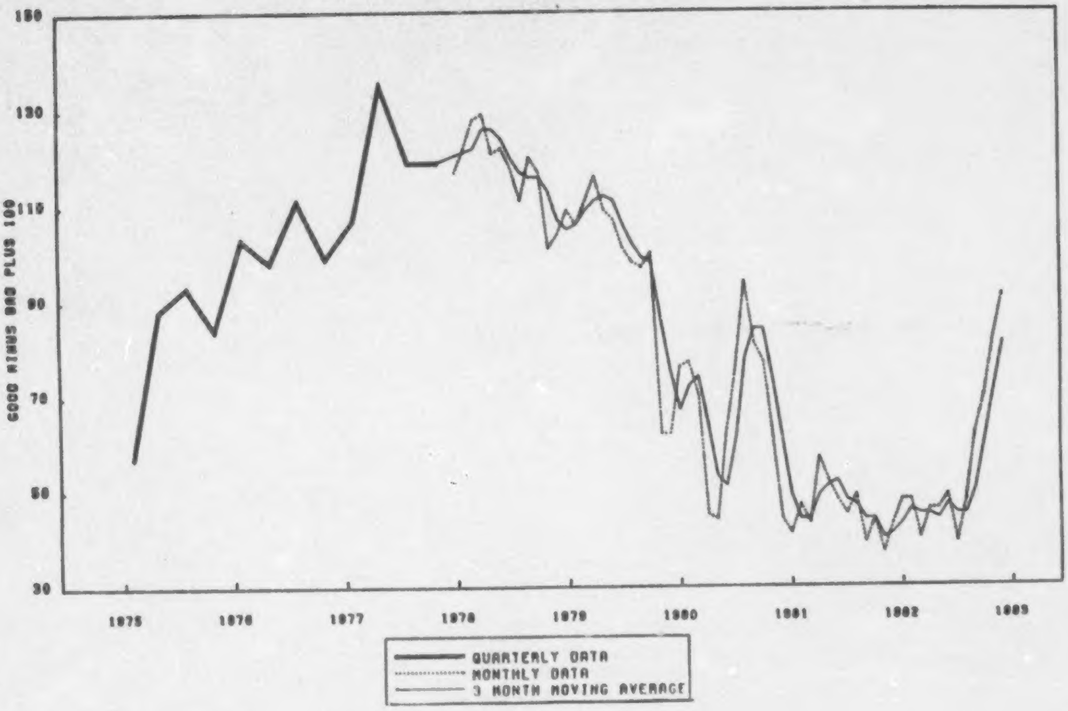


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

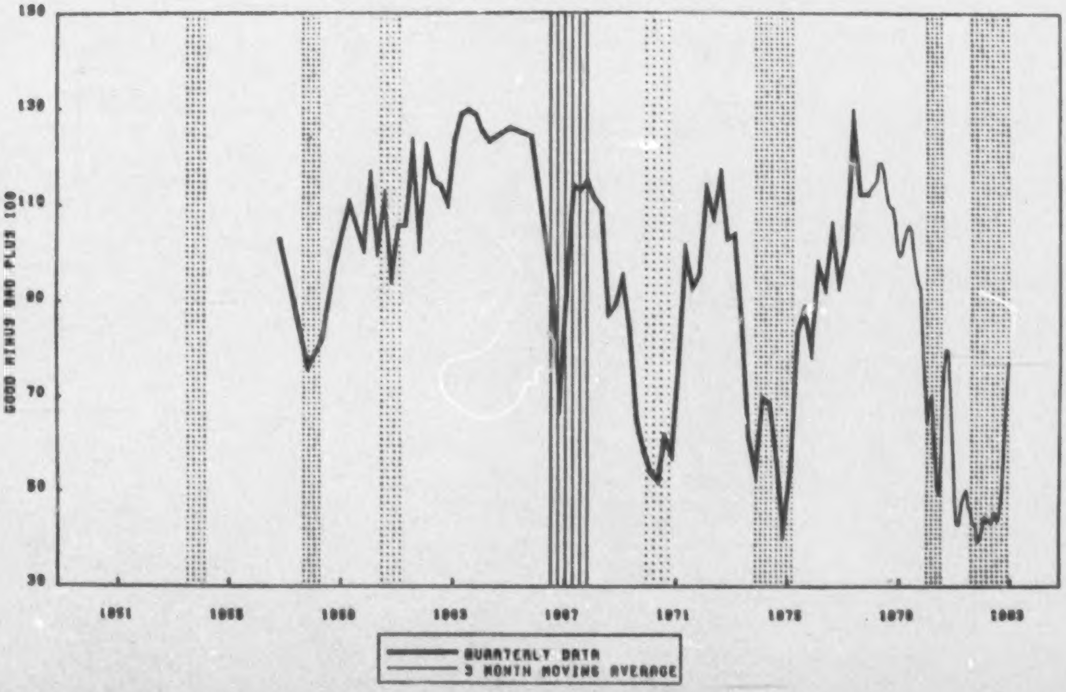


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	19%	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%
UNCERTAIN, DEPENDS	5	6	6	6	6	8	7	9	8	6	6	6	3
BAD TIME TO BUY	76	73	73	77	74	73	72	76	72	66	62	56	53
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

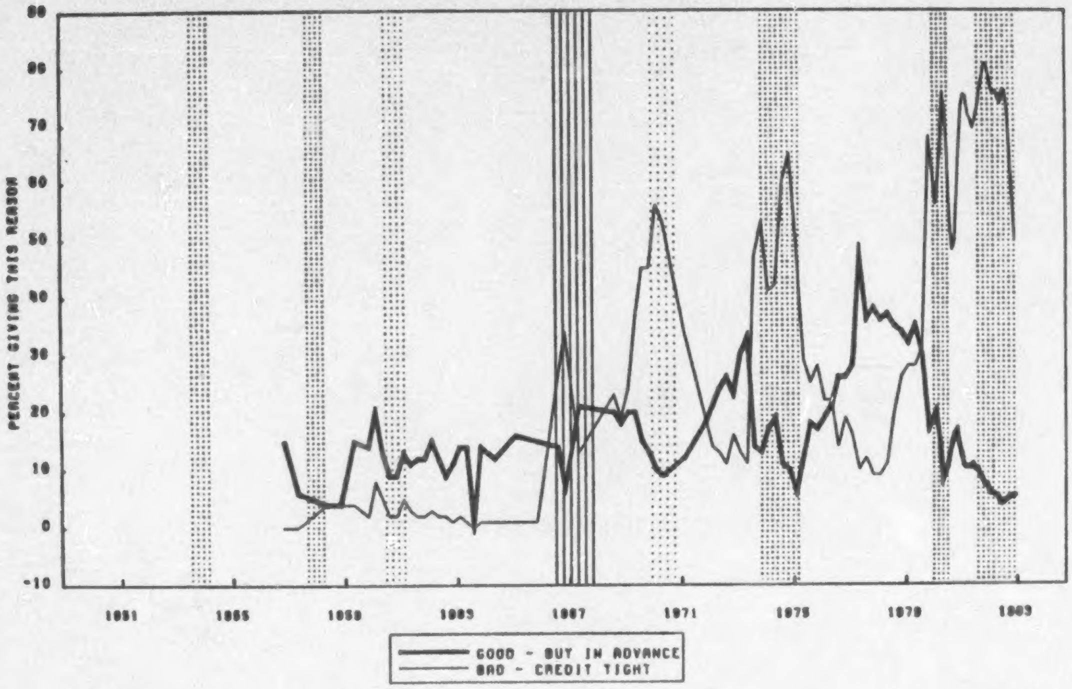


CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

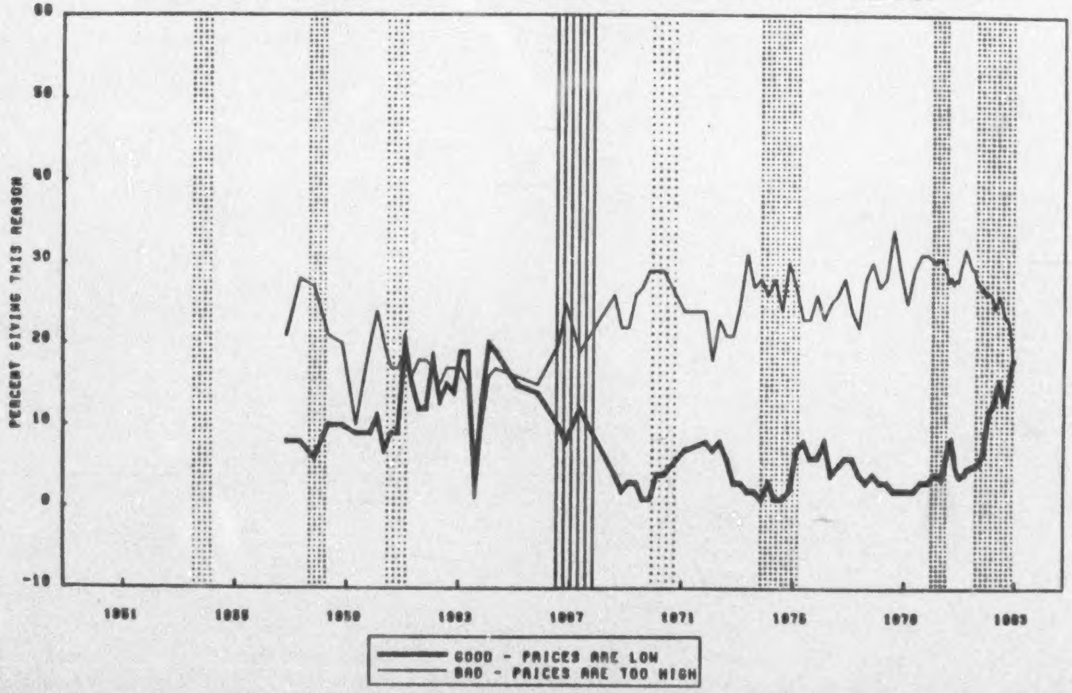


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	12%	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%
Prices won´t come down; are going higher	7	5	5	7	4	4	4	4	5	5	5	6	5
Interest rates low; credit is easy	6	8	7	4	6	6	7	4	7	20	23	30	35
Good investment	3	5	6	4	5	5	4	3	4	3	2	4	6
BAD TIME TO BUY:													
Prices are high	27	28	24	25	24	27	27	21	23	25	21	16	17
Interest rates are high; credit is tight	81	72	76	78	74	72	75	82	71	64	60	49	40
Lack of purchasing power	21	22	19	23	22	18	23	27	20	21	23	23	23

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

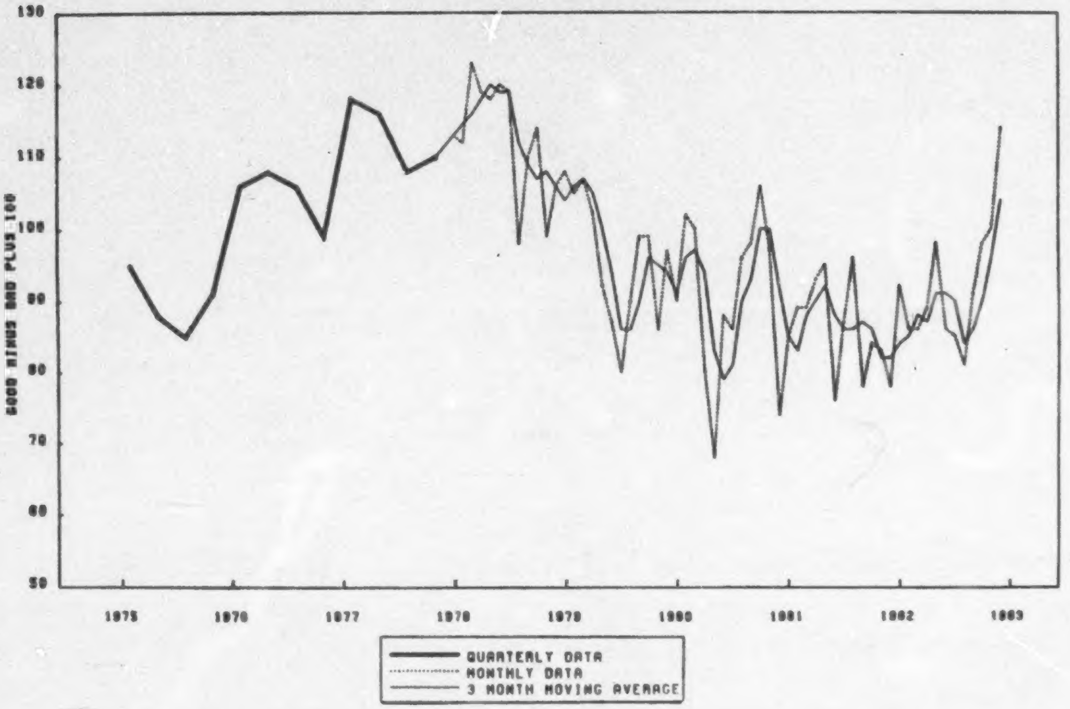


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

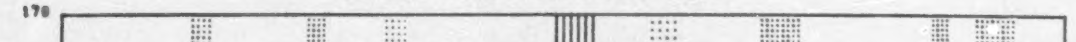


TABLE 30

BUYING CONDITIONS FOR CARS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY	34%	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%
UNCERTAIN; DEPENDS	10	10	12	8	9	10	6	11	11	11	10	8	8
BAD TIME TO BUY	56	49	51	53	51	46	54	52	54	49	46	46	39
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

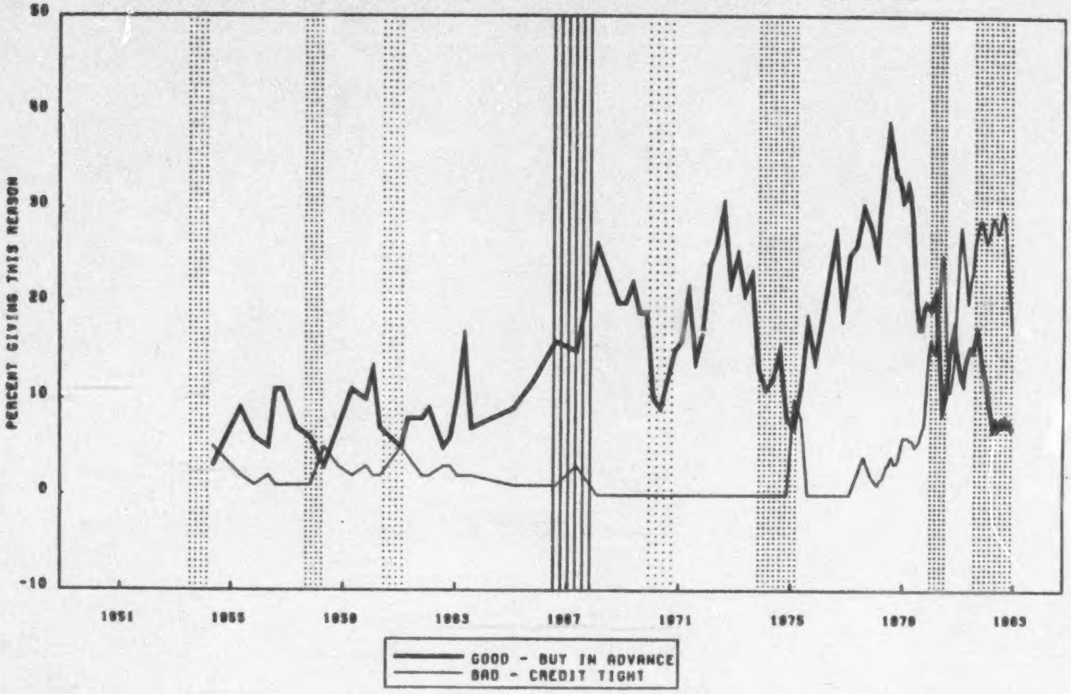


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

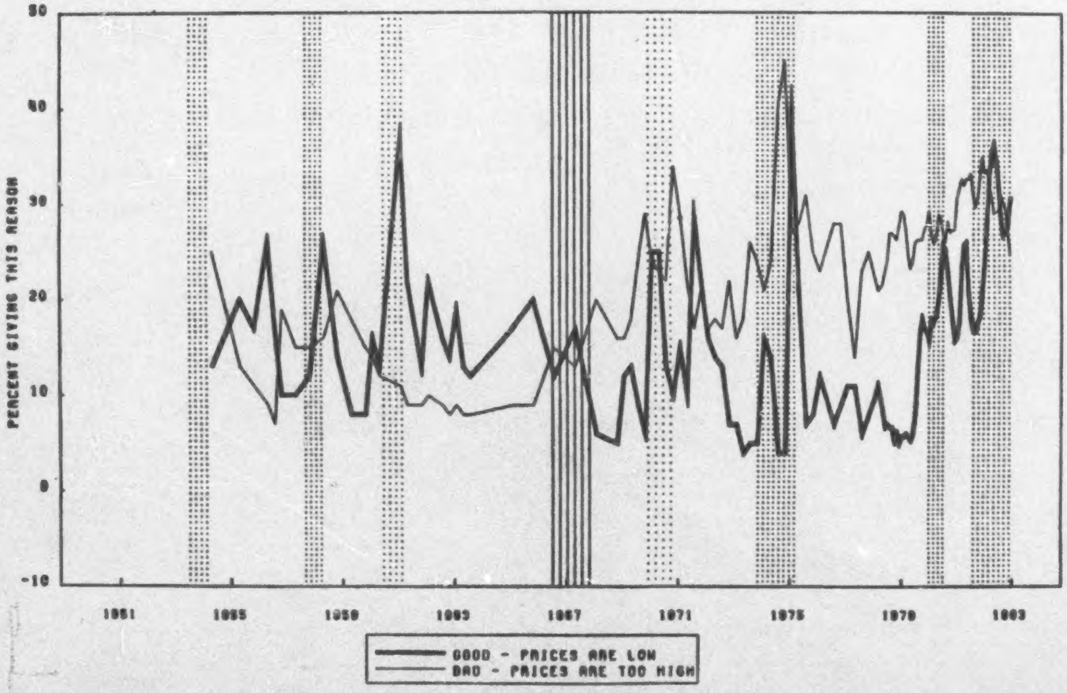


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
GOOD TIME TO BUY:													
Prices are low; good buys available	22%	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%
Prices won't come down; are going higher	12	11	6	8	7	8	6	9	7	8	7	8	6
Interest rates low; credit is easy	5	6	3	3	7	11	7	5	6	10	11	20	27
New fuel efficient models	1	2	2	1	2	1	1	1	2	1	1	1	1
BAD TIME TO BUY:													
Prices are high	37	31	33	32	28	27	33	28	32	31	26	25	23
Interest rates are high; credit is tight	27	26	28	30	29	26	27	32	30	25	19	19	14
Lack of purchasing power	13	13	12	16	13	11	11	13	12	14	14	15	13
Price of gas; shortages	2	2	2	1	1	1	2	2	1	1	*	1	1
Poor selection; quality	9	8	9	7	8	6	10	10	7	7	7	7	7

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

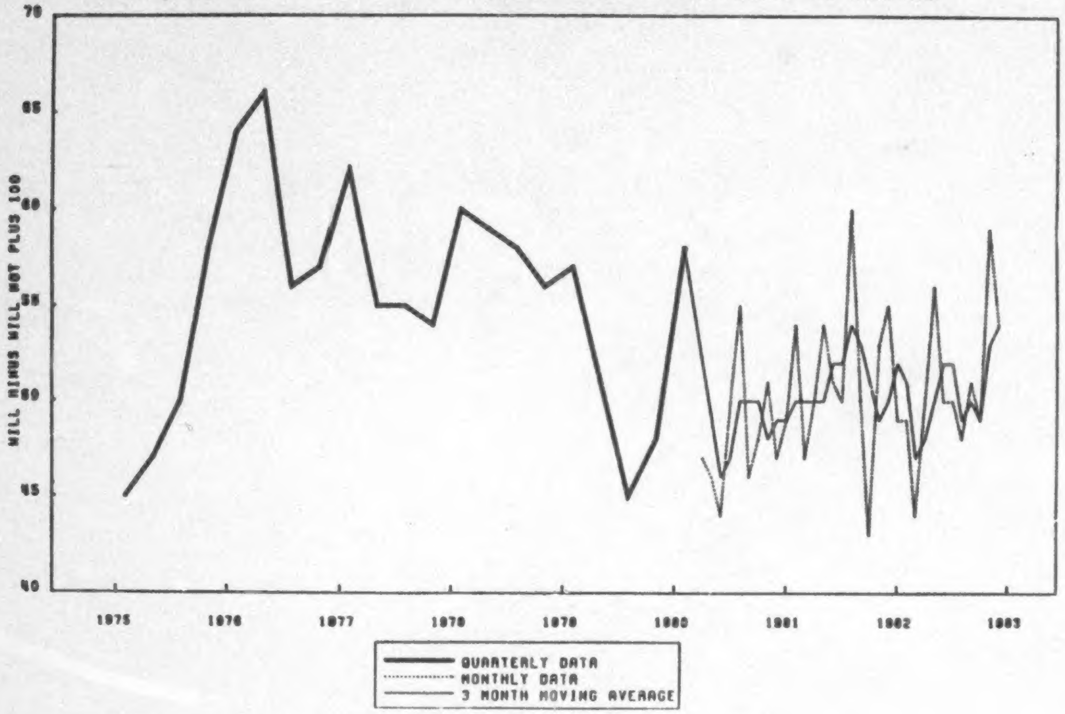


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

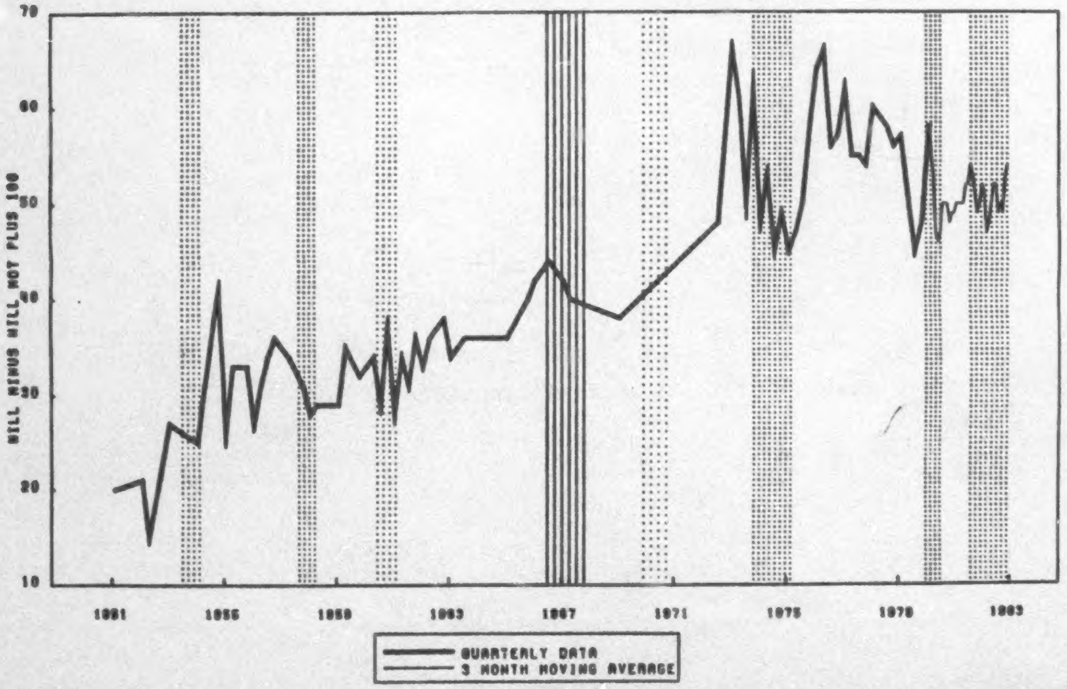


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROBABLY WILL BUY	19%	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%
CHANCES ARE EVEN	7	8	7	7	6	8	7	8	7	5	7	8	8
PROBABLY WILL NOT BUY	64	67	68	70	67	63	68	66	68	67	67	62	66
DK,NA	10	9	8	9	10	10	7	10	9	10	10	9	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	701	704	700	684	702	691	703	708	680	695	687	682	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	26%	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%
PURCHASE TYPE:													
Buy new	11	9	11	11	11	13	9	11	12	10	11	11	15
Buy used	13	13	11	9	11	11	13	11	9	12	11	15	10
Lease	1	1	1	*	1	1	2	1	1	*	1	2	2
DK,NA	1	1	1	1	*	2	1	1	1	1	*	1	1
PURCHASE TIMING:													
Next 3 months	1	5	3	1	4	4	2	6	4	2	4	4	2
Next 4-6 months	5	7	6	5	7	7	5	6	5	5	5	6	6
Next 7-9 months	10	6	7	5	6	7	6	3	3	4	5	8	6
10 months or more	6	3	5	6	2	3	7	4	4	7	5	7	7
DK,NA	4	3	3	4	4	6	5	5	7	5	4	4	7

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Dec. 1981	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	64%	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%
PURCHASE TYPE:													
Would buy new	33	36	37	38	39	34	37	38	40	37	39	34	40
Would buy used	29	30	28	31	26	28	29	25	27	29	27	26	24
DK,NA	2	1	3	1	2	1	2	3	1	1	1	2	2
PURCHASE TIMING:													
Less than 2 years	6	7	5	10	5	5	6	4	5	5	5	7	7
2 years	22	23	22	22	21	20	25	20	22	23	23	22	22
3 years	9	12	11	11	12	11	13	13	12	11	11	8	10
4 years or more	19	19	22	21	22	19	16	21	18	20	19	18	17
Indefinite	3	3	1	1	1	2	3	2	4	3	3	2	4
DK,NA	5	3	7	5	6	6	5	6	7	5	6	5	6

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

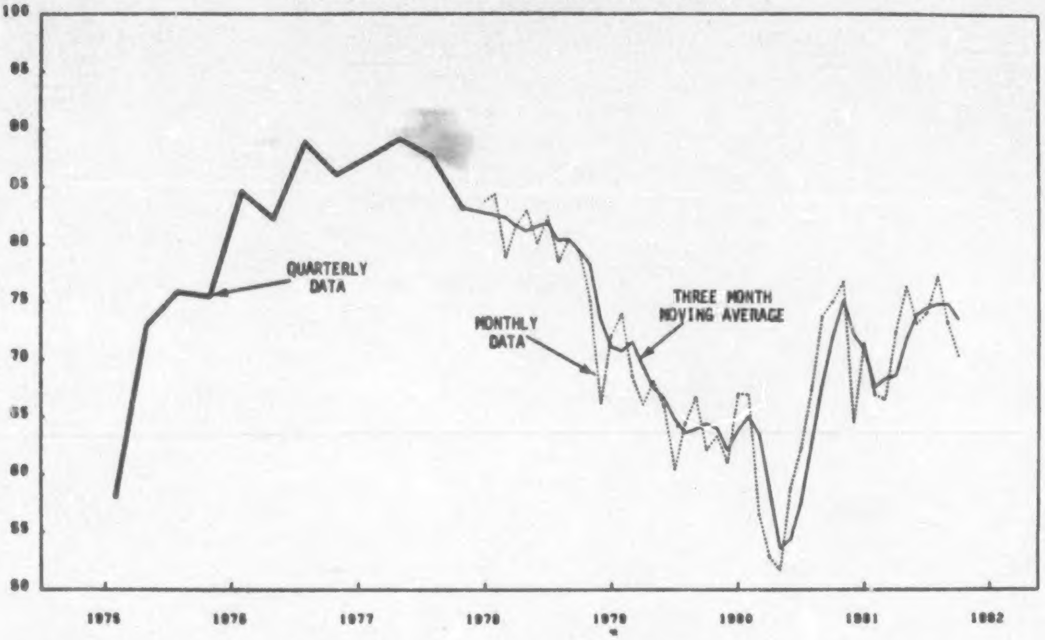
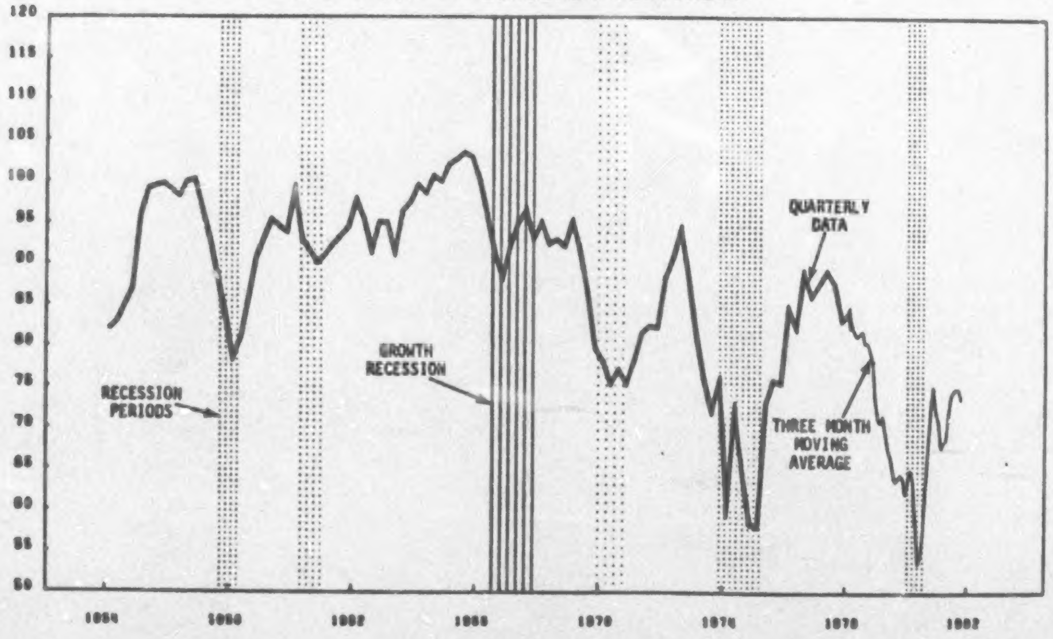


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1/11/83 U7475-2 A

January 7, 1983

DECEMBER 1982 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

BUYING ATTITUDES IMPROVE

** In the December 1982 survey, the Index of Consumer Sentiment was 71.9, insignificantly below the 72.1 recorded in November. The December 1982 survey thus maintained the recent improvement in consumer sentiment, with the last three months of 1982 recording an average Index value of 72.5--the highest level in more than a year. Reductions in prices and interest rates led to greatly improved buying attitudes in late 1982, while persistent concerns with double-digit unemployment were recorded.

** Among families with incomes of $25,000 and over, the Index was 80.5 in the December 1982 survey, just below the 81.1 recorded in November, but remaining significantly above the 71.1 recorded one year earlier.

** Favorable attitudes toward buying conditions for vehicles and houses grew substantially during the last six months of 1982. Attitudes toward market conditions for vehicles were more favorable in the December 1982 survey than at anytime since early 1978. The year-end 1982 survey recorded 53 percent of all families with favorable car buying attitudes and 39 percent unfavorable attitudes--nearly the opposite of the comparable 1981 reading (34 versus 56 percent). Buying attitudes toward houses also improved markedly during the last six months of 1982. The proportion that held favorable buying attitudes rose to 44 percent by year end, up from just 15 percent in July, while the proportion of families holding unfavorable attitudes fell to 53 percent from 76 percent in July.

** The major reasons for the improvement in buying attitudes involve prices and interest rates. More families mentioned the availability of lower interest rates on auto loans than high interest rates. In addition, more families referred to the appeal of lower prices rather than an aversion to high prices in each of the markets studied.

** The economy remained in recession according to three-in-four respondents in the December 1982 survey. Unemployment remained the dominant concern, with half of all respondents reporting news of spreading unemployment. Although unemployment is not expected to improve in the year ahead, the expectations are not quite as pessimistic as one year earlier. Consumers expected the current double-digit level of unemployment to persist in the year ahead.

** The financial situation of American families remained unfavorable in the December 1982 survey, with income declines reported by one-fifth of all families. Despite these current strains on family budgets, consumers are optimistic about their prospects for the year ahead. The improved personal financial outlook was primarily due to expected declines in the rate of inflation. The December 1982 survey recorded the most favorable real income expectations in nearly a decade, with two-thirds of all families expecting their incomes to keep pace or exceed increases in inflation.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Market Conditions

Attitudes toward buying conditions for large household durables, vehicles, and houses each improved in the December 1982 survey from one month and one year earlier readings. Attitudes toward buying conditions for vehicles were favorable by a wider margin in the December 1982 survey than at any time since 1978. Among all families, 53 percent rated buying conditions favorably for automobiles in December, up from 46 percent in November, and 34 percent in December 1981. Unfavorable attitudes toward market conditions for vehicles, held by 56 percent at year-end 1981, fell to 39 percent in the December 1982 survey. A favorable balance of opinion was also recorded toward market conditions for large household durables. Among all families, 50 percent rated buying conditions for durables favorably, up from 47 percent in November, and 44 percent in December 1981. Durable buying conditions were rated unfavorably by 39 percent in December 1982, down only slightly from the 42 percent recorded in November, and 43 percent in December 1981. Attitudes toward buying conditions for houses improved by the greatest extent during the past year, with the proportion holding favorable house buying attitudes rising to 44 percent in December 1982, up from 38 percent in November, and more than twice the 19 percent recorded one year earlier. Unfavorable views of market conditions for houses were held by 53 percent in December 1982, down from 56 percent in November and 76 percent in December 1981.

Two major factors are responsible for these improved market attitudes. Declines in prices during the past year led consumers to hold more favorable views toward market conditions; and starting at mid-year, declines in interest rates led consumers to view credit purchases more favorably. Table A shows the proportion of families that mentioned prices or interest rates in explaining their views on the markets. By year-end 1982, families mentioned lower prices more often than higher prices in their evaluations of each market, in contrast to December 1981 when negative views on prices predominated. Consumer perceptions of market prices have not been this favorable since the early 1960s.

Consumer perceptions of interest rates have also changed dramatically during the last year. At year-end 1981, 81 percent of all families mentioned high mortgage rates when evaluating buying conditions of houses; this proportion fell to 40 percent by December 1982. At the same time, references to lower mortgage rates and more favorable credit terms rose from 6 to 35 percent during the past year. Similarly, mentions of high interest rates with regard to the automobile market declined sharply during the past year (from 27 to 14 percent), while mentions of the availability of lower interest rates on auto loans rose substantially (from 5 to 27 percent). Consequently, at year-end 1982, more families mentioned the availability of lower interest rates on auto loans than mentioned high interest rates.

Purchase Postponement

Declines in interest rates have been a prevalent expectation throughout most of 1982. In the December 1982 survey, twice as many consumers expected interest rate declines as expected increases during the year ahead (44 versus 20 percent). The December 1982 survey recorded continued postponement of purchases due to high interest rates, although at a somewhat reduced level compared to three months earlier. Among all families, 31 percent reported that they had postponed a purchase in the December 1982 survey, down from 33 percent in November, and 35 percent in October (see Table B). Vehicles continue to be the most frequently postponed purchase in the December survey (15 percent), followed by household durables (9 percent), and houses (8 percent). Since the question asks about postponement any time during the prior six months, the recent interest rate declines are not reflected in the median reported rate that would h-ve been charged on postponed purchases, which remains largely unchanged at 17.1% (see Table C). Declines in market rates appear not to have led to significant declines in the rate consumers would have been willing to pay. In the December 1982 survey, the median interest rate consumers would have been willing to pay was 11.4%, down somewhat from 11.8% in November.

Unemployment Dominates Economic Concerns; Modest Improvement Expected

At year-end 1982, three-fourths of all consumers continued to view the economy in recession, a level largely unchanged during the past year. Few consumers reported improvement in current economic conditions in the December 1982 survey (14 percent, just above the 13 percent in December 1981). When asked about recent economic developments, on average half of all respondents during the last six months of 1982 mentioned unemployment--49 percent in December. Compared with inflation, unemployment was viewed as the more serious economic problem facing the nation by a four-to-one margin in the December 1982 survey (72 versus 18 percent). Although more families expected unemployment to worsen rather than improve during the year ahead (37 versus 22 percent), the unfavorable balance of opinion has considerably narrowed from one year earlier (59 versus 11 percent). During the past year, the proportion of families that expected higher unemployment rates fell to 37 percent in December 1982 from 59 percent one year earlier. The more than 20 percentage point improvement in unemployment expectations was nearly evenly split between those that expected unemployment to decline (rising to 22 from 11 percent), and families that expected unemployment to remain unchanged at its current high level (to 40 from 28 percent).

Despite these persistent concerns with unemployment, business conditions are expected to improve during the year ahead due to declines in inflation and interest rates. In the December 1982 survey, 39 percent of all families expected business conditions to improve over the year ahead, compared with 20 percent who expected further declines. Business expectations are somewhat more favorable now than one year earlier, when nearly equal proportions expected improvement as deterioration (31 versus 29 percent). When asked to explain their views on upcoming business conditions, the expectation of persistently high levels of unemployment was mentioned by one of every five families. References to unemployment as the basis for unfavorable expectations rose from 13 to 20 percent during the last three months of 1982.

Although the expectation that the economy will improve during the year ahead has spread, few expect the return of good times financially due to concern with unemployment. In the December 1982 survey, the majority (58 percent) expected bad times financially in the economy as a whole during the next 12 months, while 32 percent expected good times financially. Although the December 1982 evaluations represent an improvement over year-end 1981--when bad financial times were expected by a margin of three-to-one over good times (69 versus 23 percent)--no additional improvement was recorded in the last three months of 1982.

Income Declines Strain Personal Finances; Price Declines Brighten Prospects

In each month of 1982, families more often reported that their financial situation had worsened rather than improved during the prior year. In the December 1982 survey, 38 percent reported that their financial situation had worsened, compared with 28 percent that reported improved personal finances, a level largely unchanged from one year earlier. Throughout 1982, declines in family income had been the primary factor responsible for these persistently unfavorable views. On average, one-in-five families mentioned income declines throughout 1982--21 percent in December.

Despite their unfavorable current situation, families are more optimistic about the prospects for improvement in their personal financial situation in the year ahead. In the December 1982 survey, twice as many families expected improvement than expected declines in their financial situation (34 versus 17 percent). These favorable prospects are not based on expectations of renewed growth in nominal incomes, but rather on increases in purchasing power due to lower rates of inflation. Among all families, the expected rate of inflation was 5.1% in the December 1982 survey, down from 5.4% in November and 5.7% in December 1981. The decline in the expected inflation rate has led to the most favorable real income expectations recorded since this question was introduced nearly a decade ago. In the December 1982 survey, two-thirds of all families expected their income increases to match or exceed the expected rate of inflation.

* * *

The December 1982 survey contained 682 interviews completed between November 23 and December 22, 1982.

TABLE A

REFERENCES TO PRICES AND INTEREST RATES IN EVALUATIONS OF MARKET CONDITIONS

(December Surveys)

	Prices					
	1981			1982		
Markets	Low Prices	High Prices	Diff. (L-H)	Low Prices	High Prices	Diff. (L-H)
Durables	26%	26%	0	32%	16%	+16
Vehicles	22	37	-15	35	23	+12
Houses	12	27	-15	20	17	+3

	Interest Rates					
	1981			1982		
Markets	Easy Credit	Tight Credit	Diff. (E-T)	Easy Credit	Tight Credit	Diff. (E-T)
Durables	2%	21%	-19	8%	13%	-5
Vehicles	5	27	-22	27	14	+13
Houses	6	81	-75	35	40	-5

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	June 1980	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982
Postponed Purchases:[a]	15%	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%
Vehicles	5	11	15	12	10	12	12	12	13	14	15	13	15
House, home repairs	2	11	15	10	11	12	11	9	10	9	10	8	8
Household durables	7	8	8	10	10	8	7	9	11	9	8	12	9
Other	1	4	5	6	7	8	5	5	7	6	6	5	7
No postponed purchase	84	67	62	66	66	67	68	68	62	63	65	66	67
DK; NA	1	3	1	1	1	*	1	2	2	2	*	1	2
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than half of one percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE C

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

													December 1982		
	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Vehicles	House, Real Estate	Household Durables
Postpone Purchases															
All households	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	15%	8%	9%
Interest rate that would have been charged on postponed purchase															
Median	17.3%	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	16.7%	16.8%	18.1%
Highest interest willing to pay to make purchases															
Median	11.8%	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	11.3%	11.8%	10.8%
Difference between interest rate charged and willing to pay															
Median	4.6%	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.5%	4.2%	5.3%

The questions asked were: June 1980: "The government has recently imposed some controls on the use of credit. Are you (and your family living there) putting off any kinds of purchases because of the new credit controls?" and "What purchases are being delayed?"

October 1981 to September 1982: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

NOTE

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Congressional Information Service, Inc
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CIS

SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

JANUARY 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

JANUARY 1983

The January 1983 survey is the 172nd in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

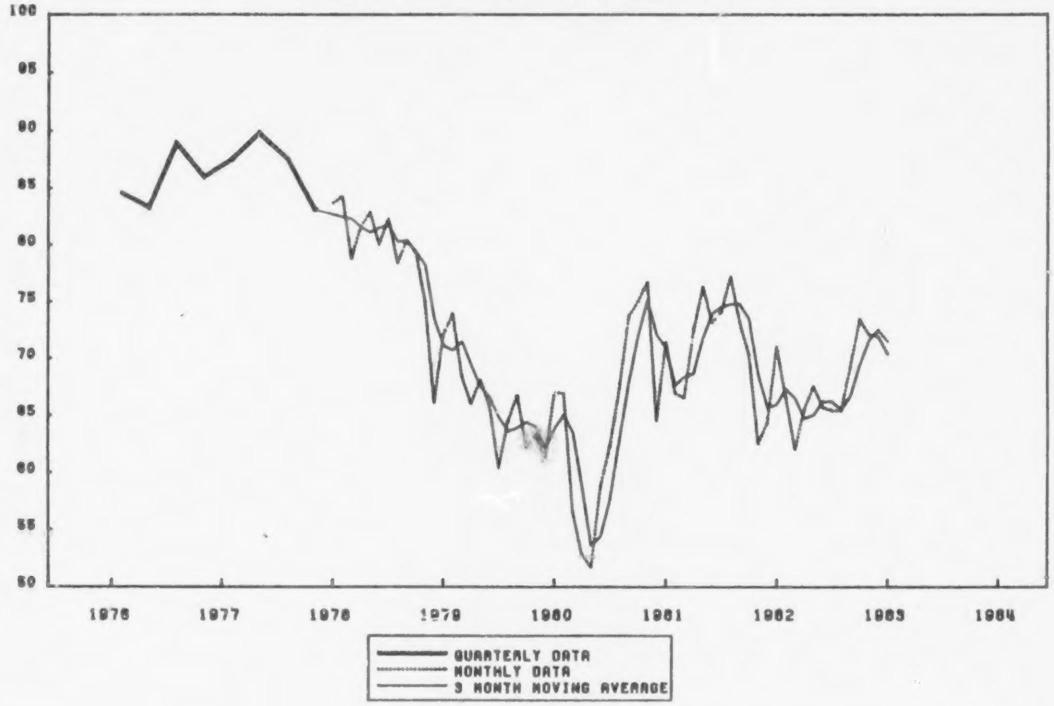


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

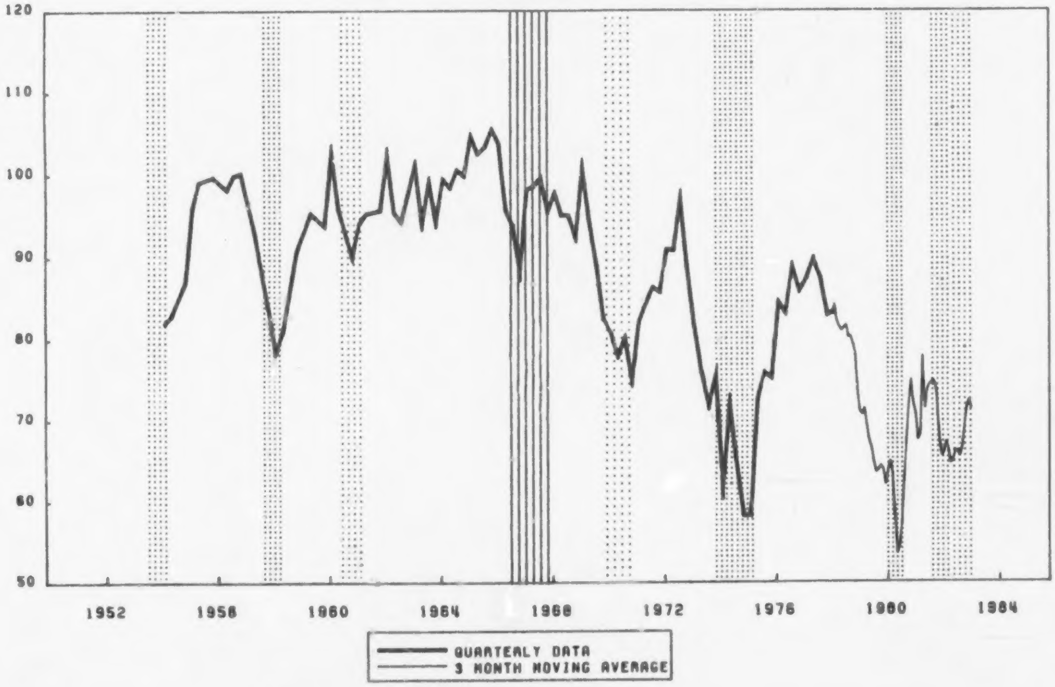


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY		All families	Families with incomes over $20,000	Families with incomes over $25,000
January	1980	67.0	70.8	70.9
February	1980	66.9	70.8	73.5
March	1980	56.5	62.3	64.5
April	1980	52.7	54.2	57.2
May	1980	51.7	55.2	53.3
June	1980	58.7	61.6	63.7
July	1980	62.3	67.6	67.3
August	1980	67.3	70.9	74.2
September	1980	73.7	78.1	78.5
October	1980	75.0	76.3	78.7
November	1980	76.7	82.7	87.5
December	1980	64.5	66.9	68.6
January	1981	71.4	74.8	77.1
February	1981	66.9	74.2	77.5
March	1981	66.5	72.1	73.7
April	1981	72.4	77.1	78.0
May	1981	76.3	80.8	85.0
June	1981	73.1	81.2	82.9
July	1981	74.1	80.8	82.1
August	1981	77.2	82.7	85.0
September	1981	73.1	75.2	73.3
October	1981	70.3	74.5	77.9
November	1981	62.5	67.2	66.3
December	1981	64.3	71.0	71.1
January	1982	71.0	77.9	77.8
February	1982	66.5	71.5	72.8
March	1982	62.0	67.0	67.9
April	1982	65.5	71.5	73.2
May	1982	67.5	72.7	74.8
June	1982	65.7	71.4	72.9
July	1982	65.4	68.9	69.2
August	1982	65.4	71.0	73.6
September	1982	69.3	78.4	81.1
October	1982	73.4	77.5	80.9
November	1982	72.1	79.3	81.1
December	1982	71.9	78.0	80.5
January	1983	70.4	78.2	78.8

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

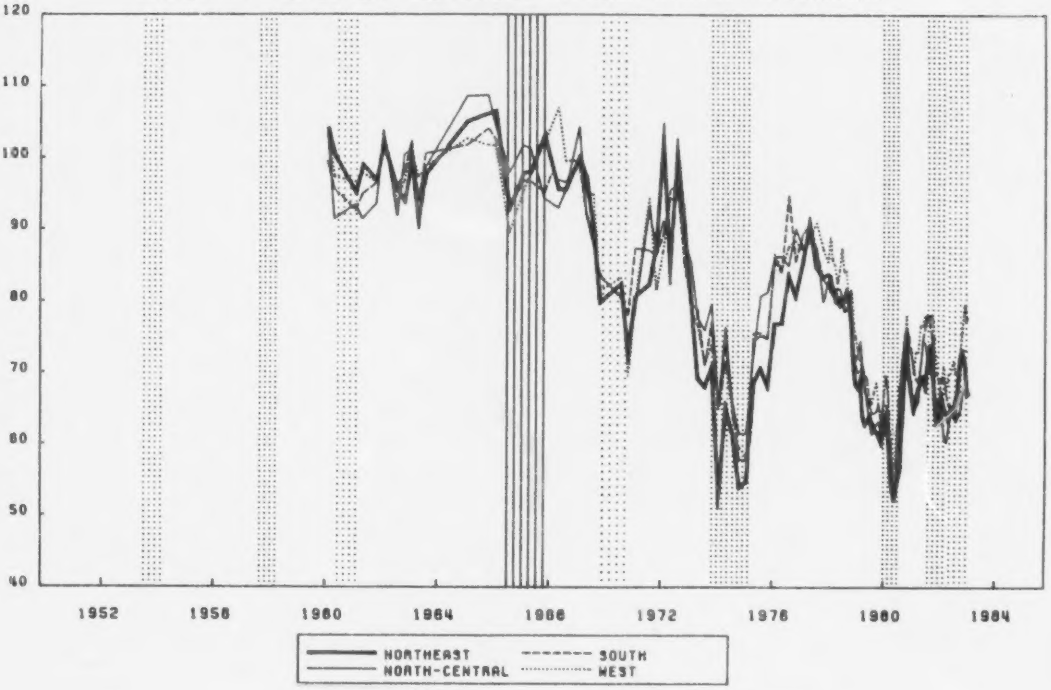


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

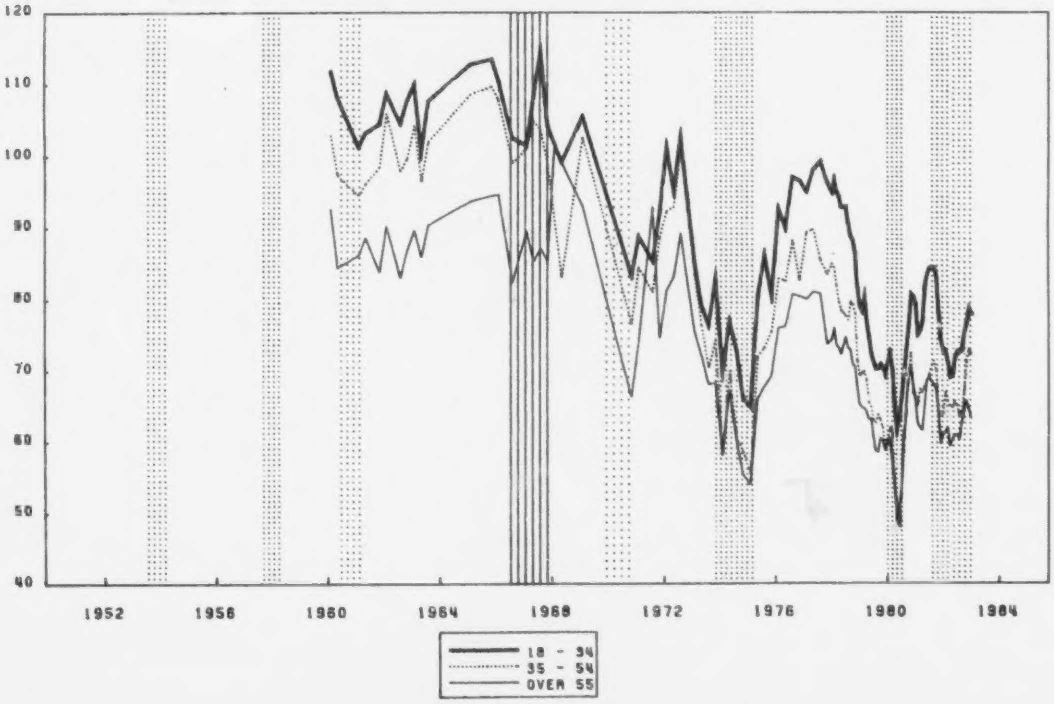


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
January	1980	67.4	60.1	71.3	71.6	75.5	63.1	61.6
February	1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March	1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April	1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May	1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June	1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

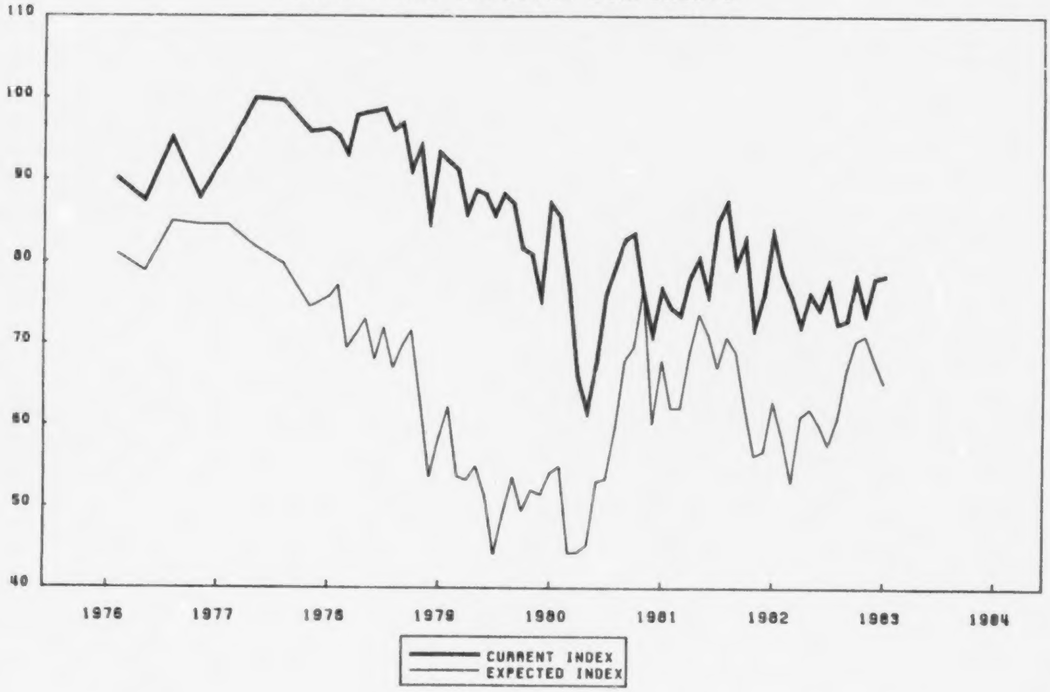


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

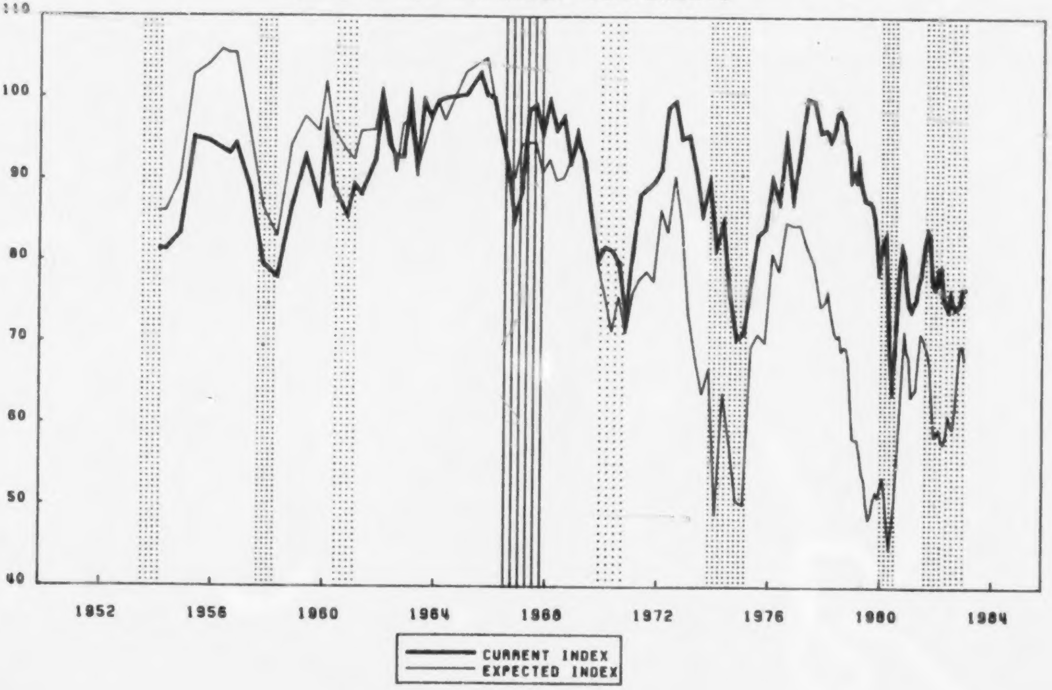


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions		Buying conds.	Current Index	Expected Index
	Current	Expected	12 months	5 years			
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
January 1980	96	106	58	47	127	87.1	54.1
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

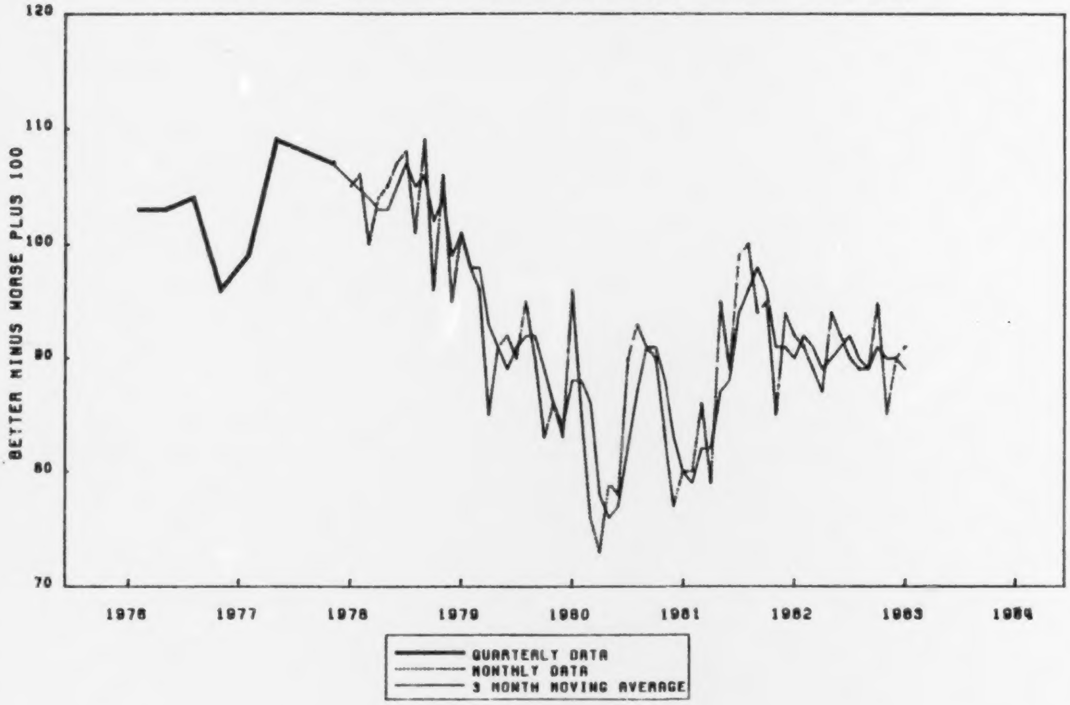


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

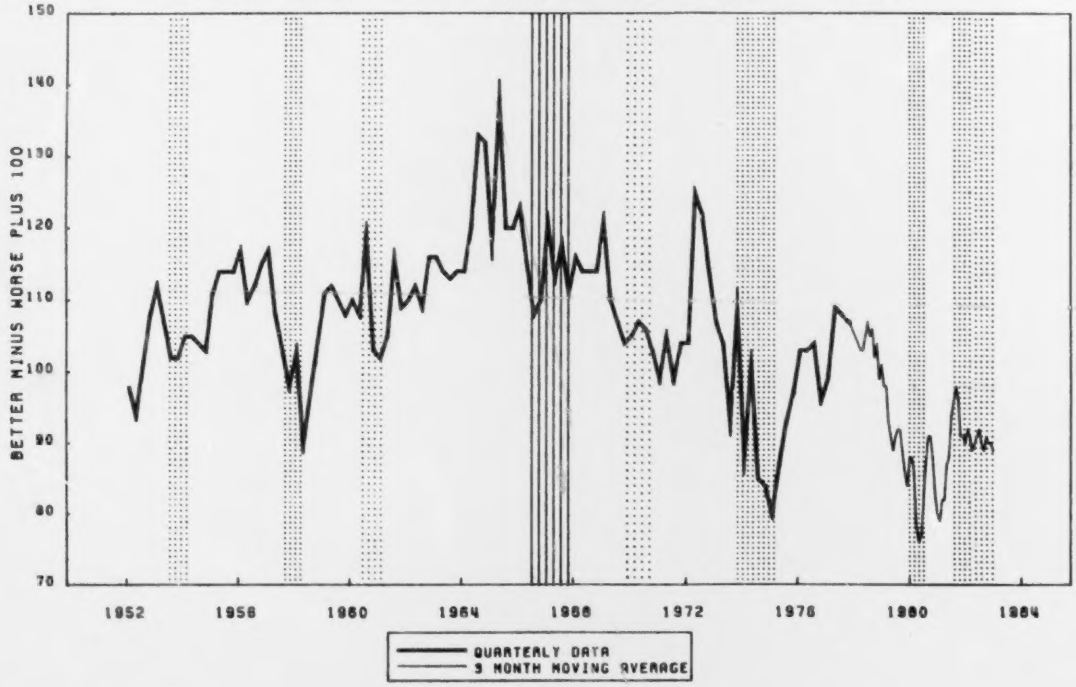


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF	32%	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%	29%
SAME	28	30	27	33	32	32	28	30	27	27	23	34	33
WORSE OFF	40	39	42	40	37	38	41	40	42	39	46	38	38
DK,NA	*	1	*	*	*	*	*	1	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

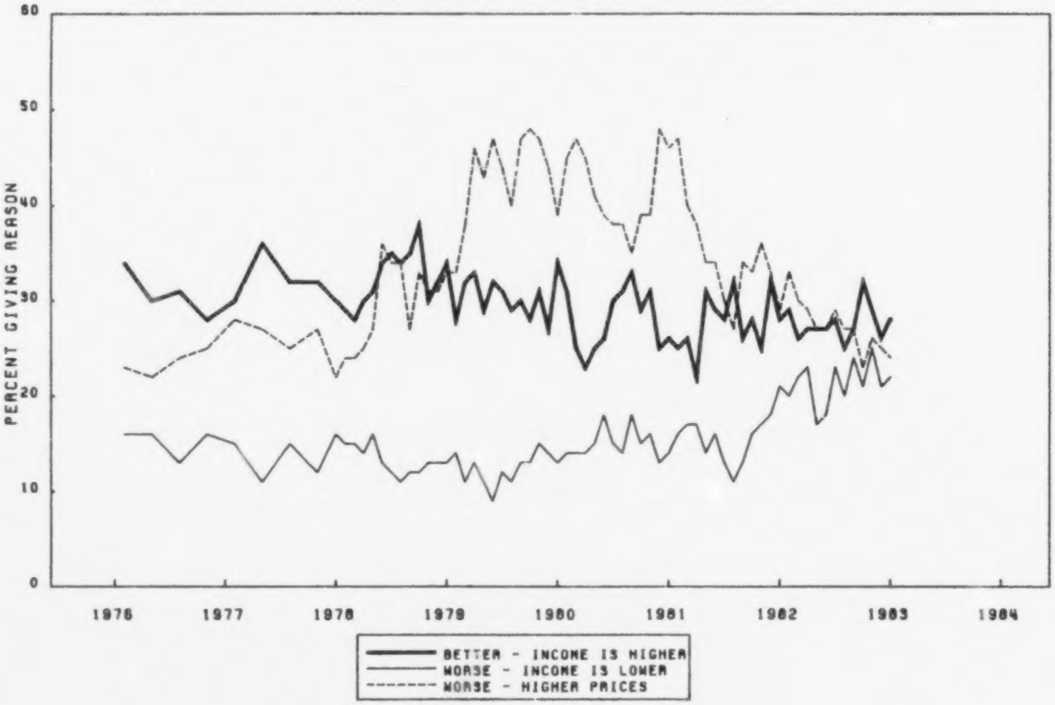


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

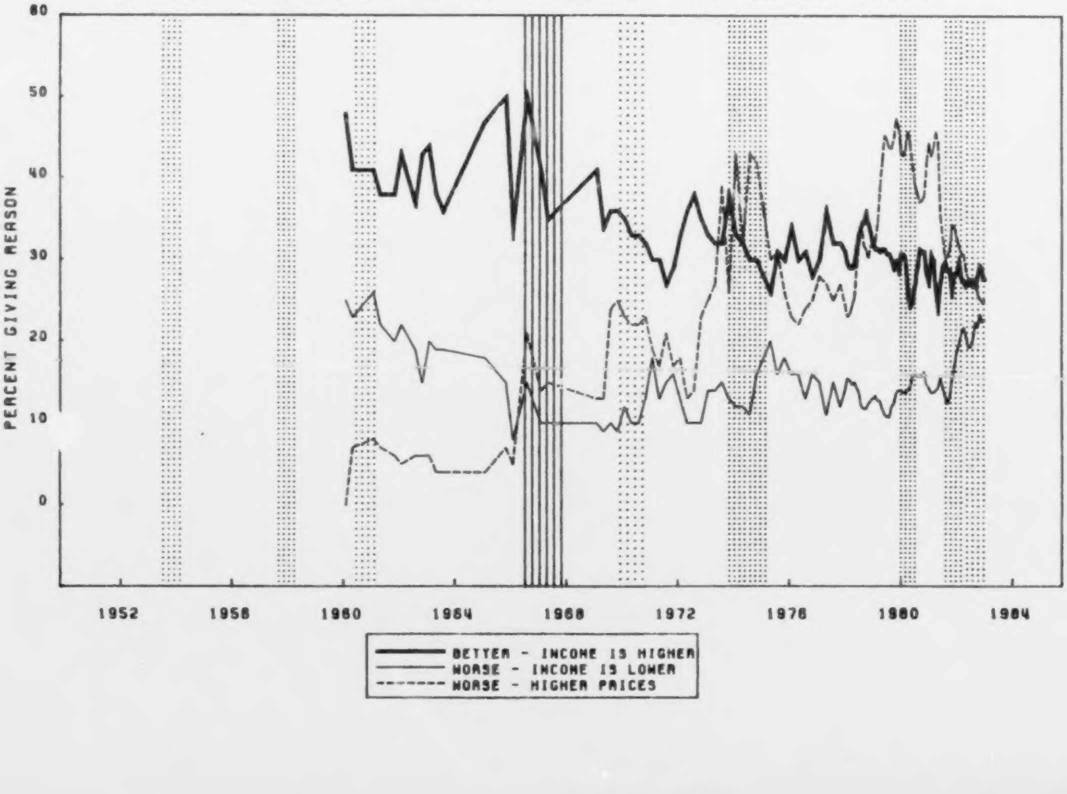


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	28%	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%	28%
WORSE OFF THAN YEAR AGO:													
Income is lower	21	20	22	23	17	18	23	20	24	21	25	21	22
Higher prices	29	33	30	29	27	27	29	27	27	23	26	25	24

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

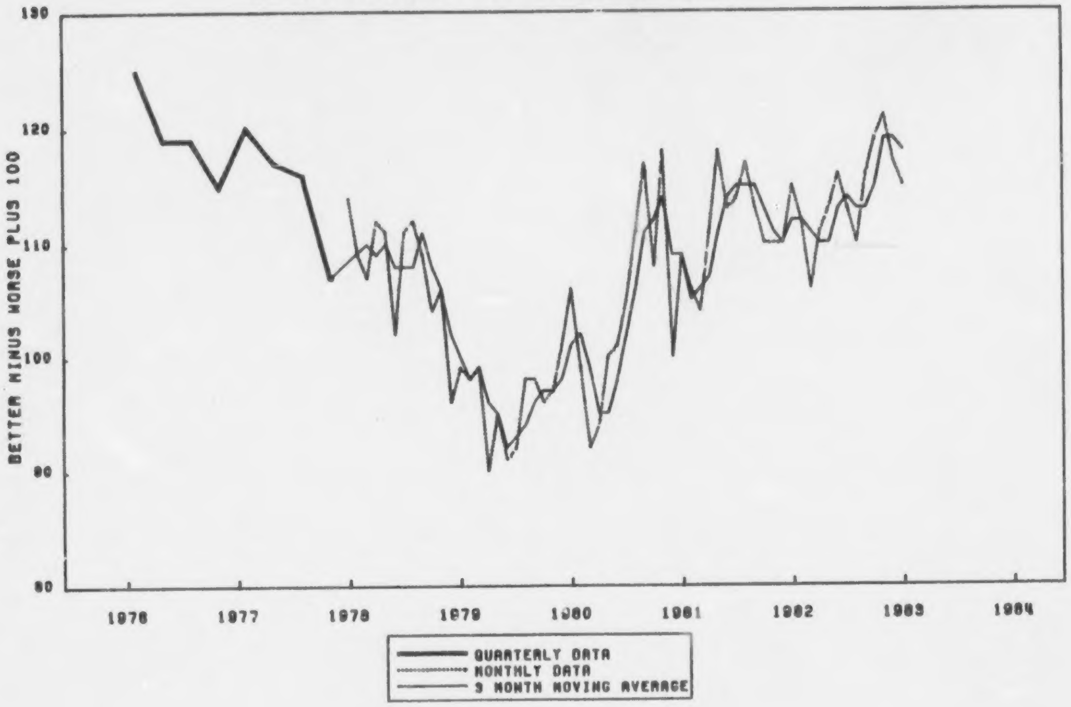


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

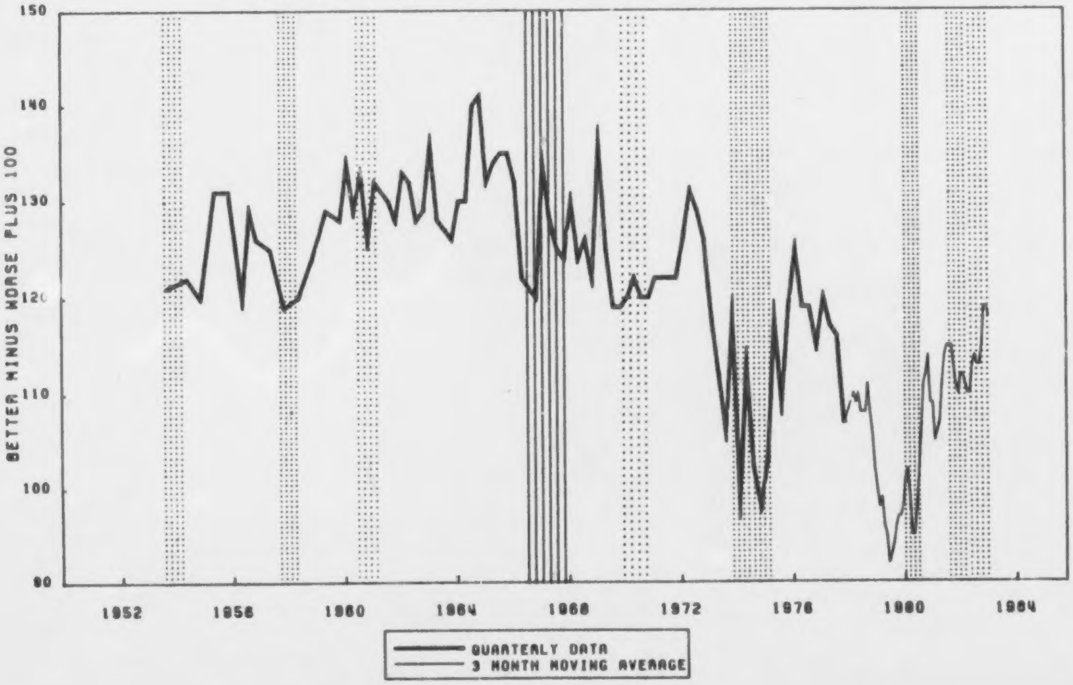


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER OFF	33%	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%	34%
SAME	46	47	48	45	49	45	49	46	48	45	43	46	44
WORSE OFF	18	18	21	20	17	18	17	20	17	16	16	17	19
DK,NA	3	5	4	4	4	3	4	4	2	4	4	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

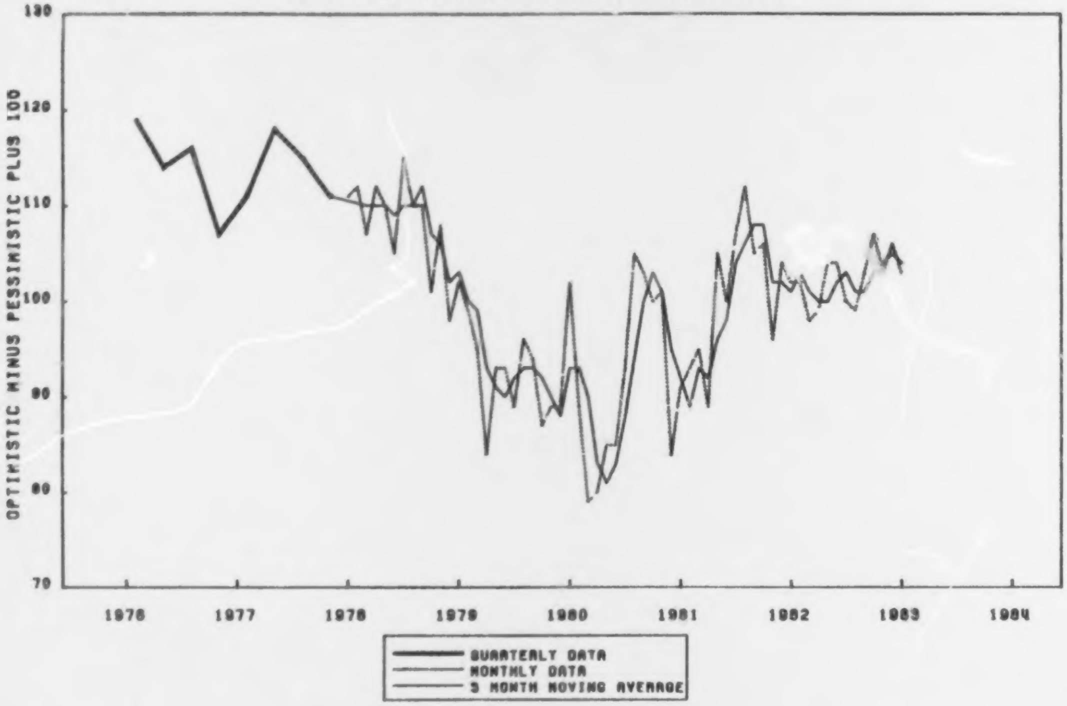


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

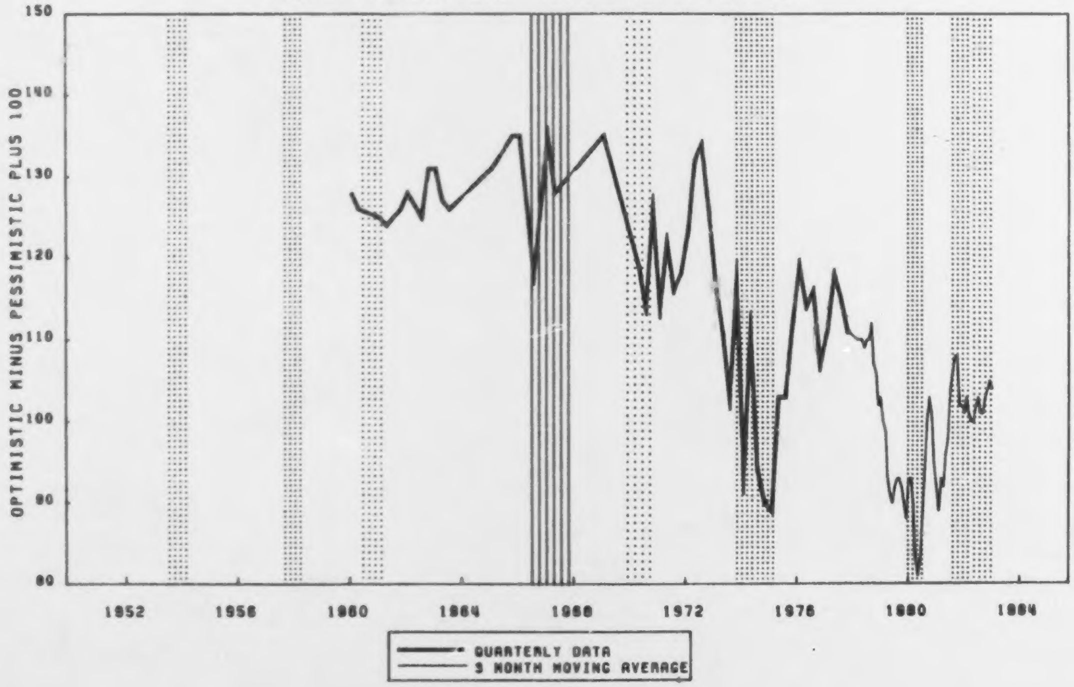


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%	15%
Intermittent increase (b)	21	19	22	20	23	22	19	18	21	20	19	22	20
Remain unchanged (c)	15	18	14	17	17	16	17	18	16	14	12	18	16
Intermittent decline (d)	23	20	22	21	22	23	23	21	22	21	22	18	21
Continuous decline (e)	11	12	13	12	11	9	11	13	11	10	10	12	11
Mixed change (f)	12	11	14	14	9	13	11	11	12	12	18	13	13
DK,NA	3	5	4	4	4	3	4	4	3	5	3	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

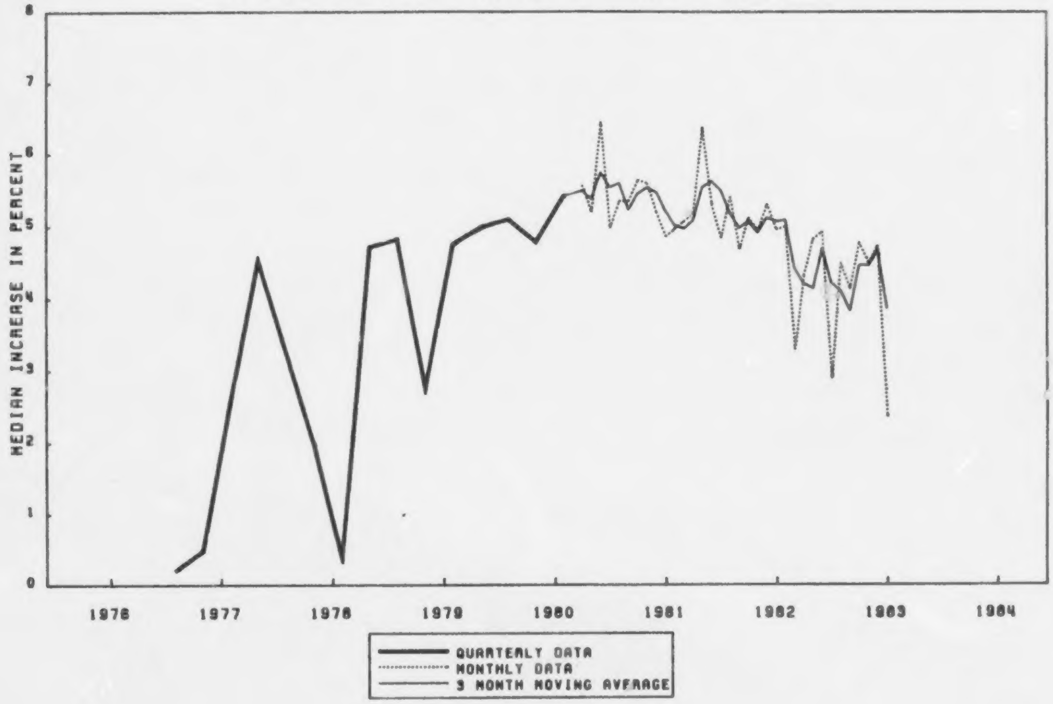


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
EXPECT INCREASE:													
1-4%	7%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%	11%
5%	10	9	8	10	9	11	8	7	9	9	9	10	9
6-9%	11	12	9	8	11	13	10	12	9	11	7	9	8
10-24%	22	22	19	19	20	20	17	18	21	18	19	22	13
25% or more	7	6	7	7	8	7	6	7	7	8	9	7	7
DK how much up	4	6	6	6	7	4	6	6	4	7	6	4	6
EXPECT SAME	23	25	25	24	24	21	27	24	30	23	27	24	28
EXPECT DOWN	14	13	18	18	15	17	16	15	13	14	14	17	17
DK,NA	2	2	3	1	1	1	1	3	1	3	3	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

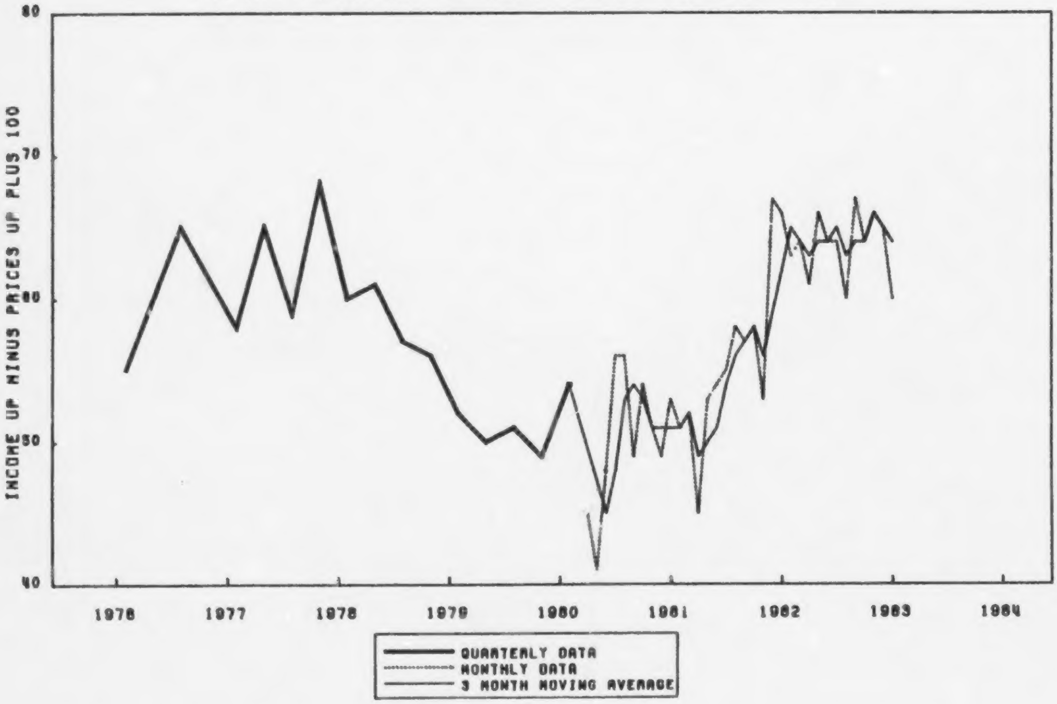


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
INCOME UP MORE	17%	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%	14%
INCOME UP SAME	30	30	31	32	29	31	29	30	32	27	33	35	30
PRICES UP MORE	51	53	52	53	52	52	53	54	50	54	50	49	54
DK,NA	2	1	1	1	1	1	1	2	1	1	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES

INCOME OR PRICES UP MORE NEXT YEAR

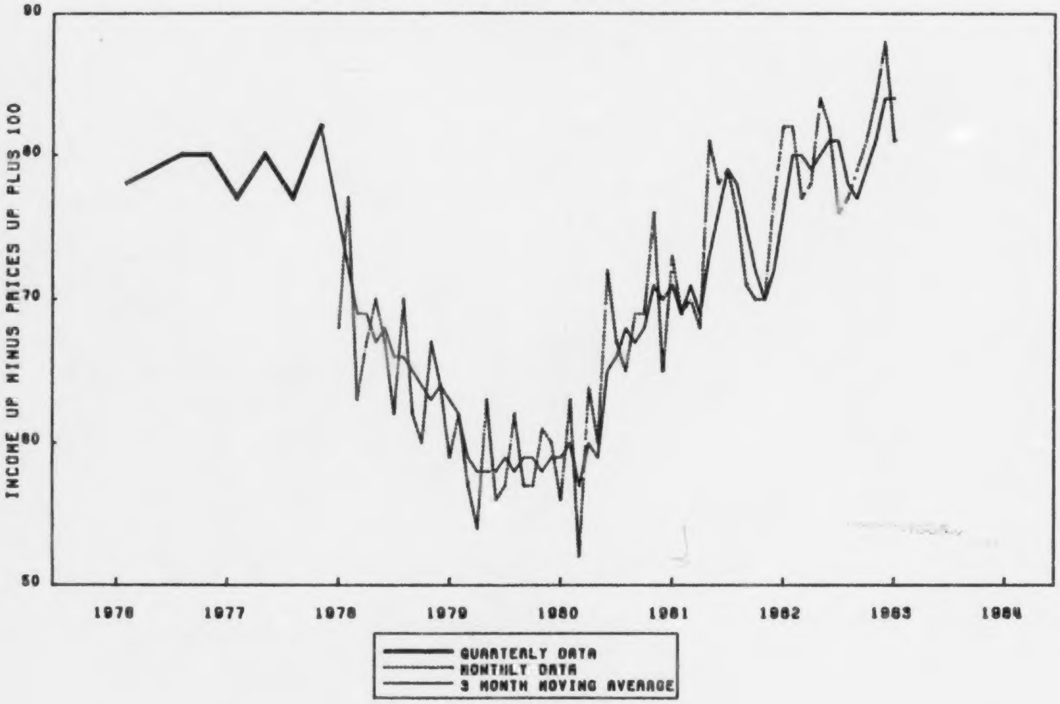


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
INCOME UP MORE	17%	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%	19%
INCOME UP SAME	45	40	41	42	43	43	41	40	37	42	42	44	40
PRICES UP MORE	35	38	39	39	35	36	40	40	41	37	35	33	38
DK,NA	3	2	4	2	3	3	3	3	2	3	4	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

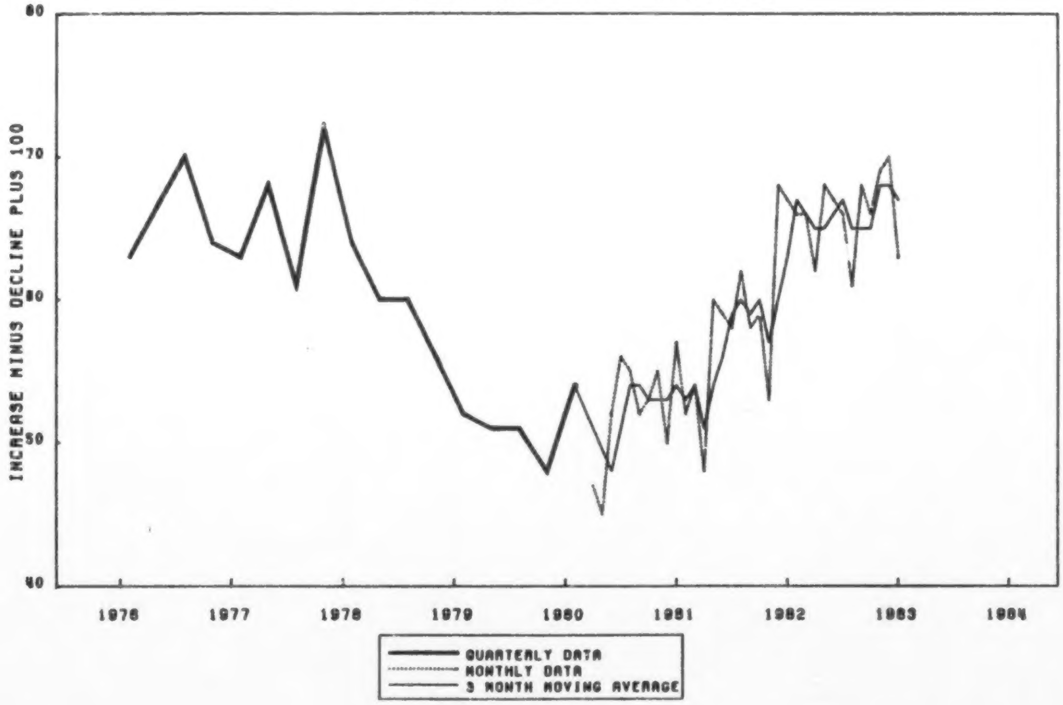


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	9%	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%	8%
Intermittent increase (b)	11	9	10	9	8	11	11	8	12	10	10	11	9
Remain unchanged (c)	19	20	20	19	20	19	19	19	18	17	19	21	18
Intermittent decline (d)	25	22	21	25	24	24	21	23	21	23	25	25	24
Continuous decline (e)	28	30	30	30	26	28	32	32	32	30	25	24	30
Mixed change (f)	5	8	8	6	9	7	5	6	5	8	7	7	7
DK,NA	3	2	4	3	3	3	4	4	3	3	5	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

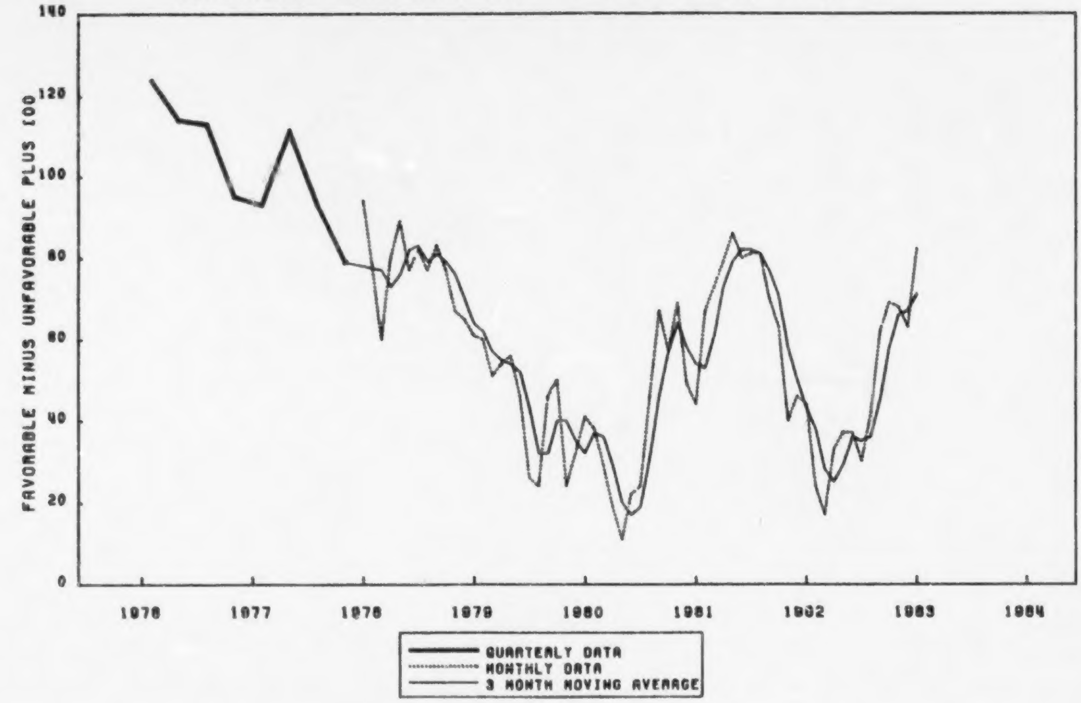


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

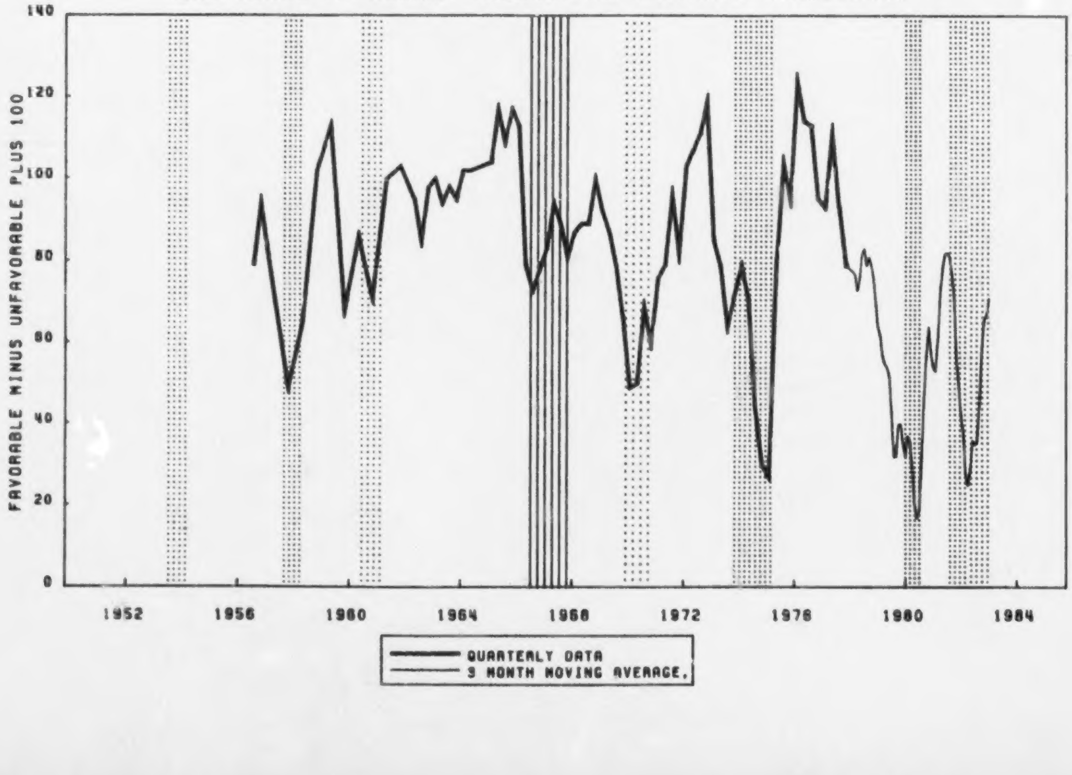


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE NEWS	23%	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%	47%
UNFAVORABLE NEWS	79	96	101	90	86	87	90	86	78	70	72	76	65
NO MENTIONS	33	29	26	29	31	31	31	26	26	29	29	27	28

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

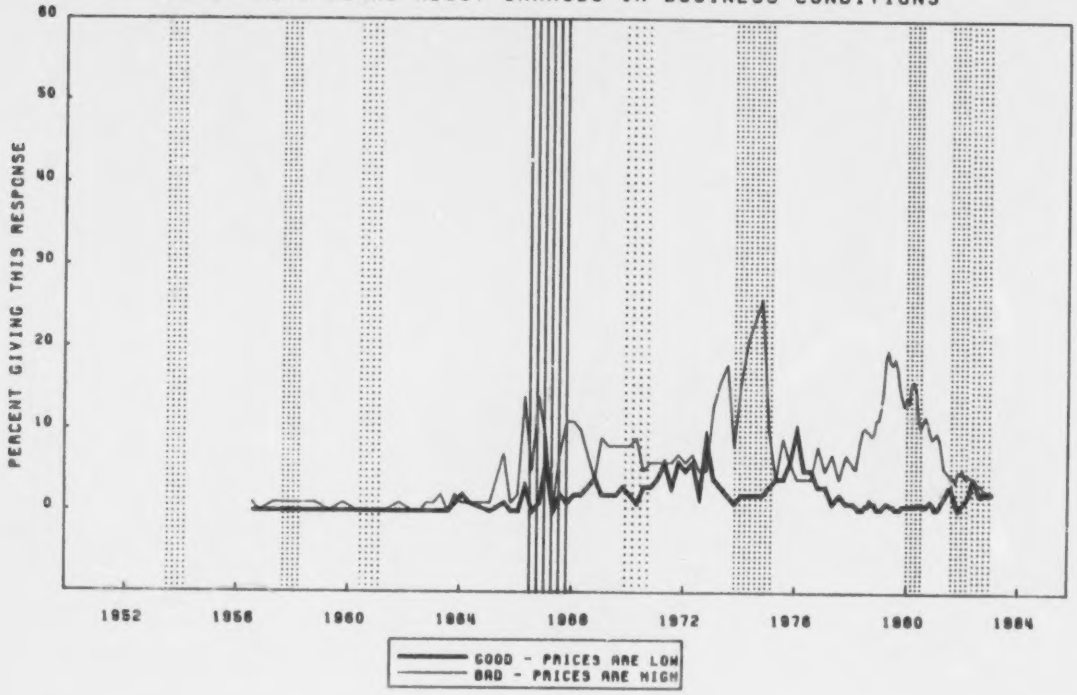


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

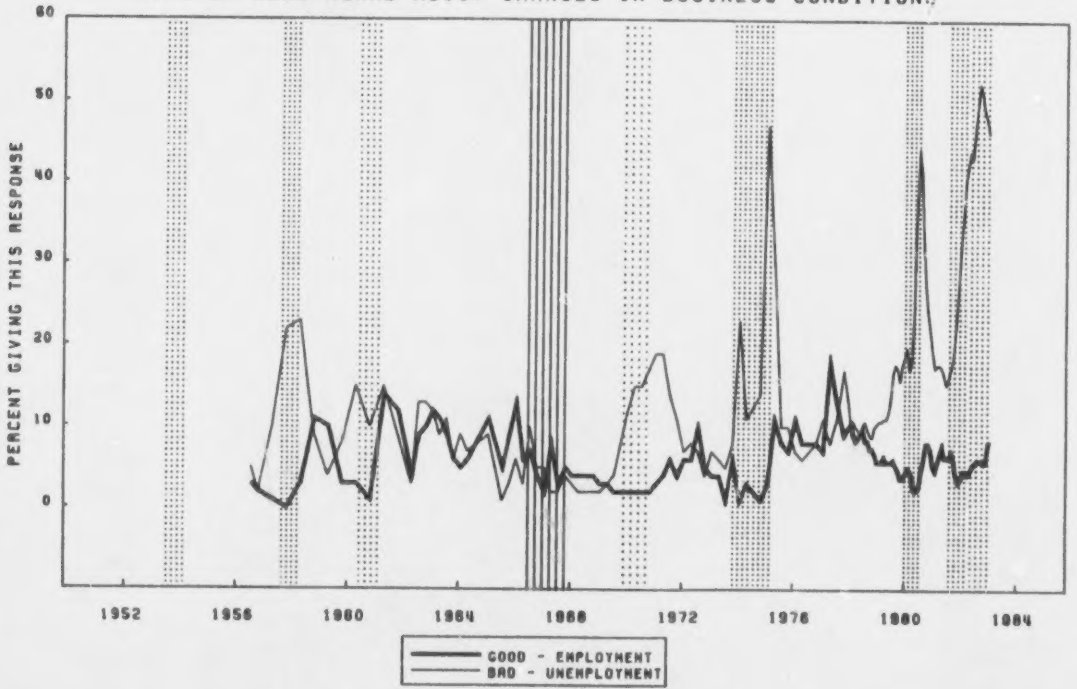


TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE NEWS:													
Government; elections	4%	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%	3%
Employment	5	5	4	4	6	6	5	7	6	5	6	7	12
Consumer demand high	1	*	*	2	2	3	2	3	1	2	2	3	4
Prices are low	2	1	2	4	5	3	2	2	2	3	2	2	3
Credit is easy	6	5	3	5	3	2	3	9	17	17	18	15	15
UNFAVORABLE NEWS:													
Government; elections	5	6	7	5	4	4	4	4	4	3	2	3	3
Unemployment	35	40	46	41	45	44	52	53	52	48	47	49	43
Consumer demand low	11	14	12	11	8	9	8	6	5	5	7	8	5
Prices are high	5	4	5	4	4	4	3	3	4	1	3	2	3
Credit is tight	6	8	10	10	6	8	9	6	3	3	1	1	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

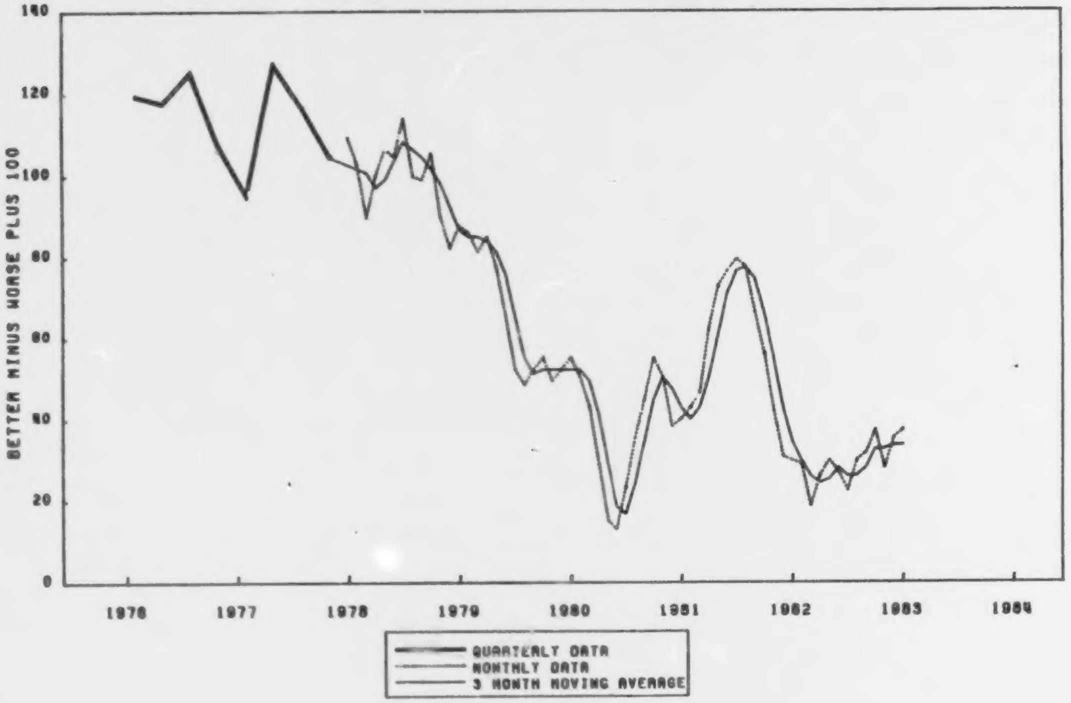


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

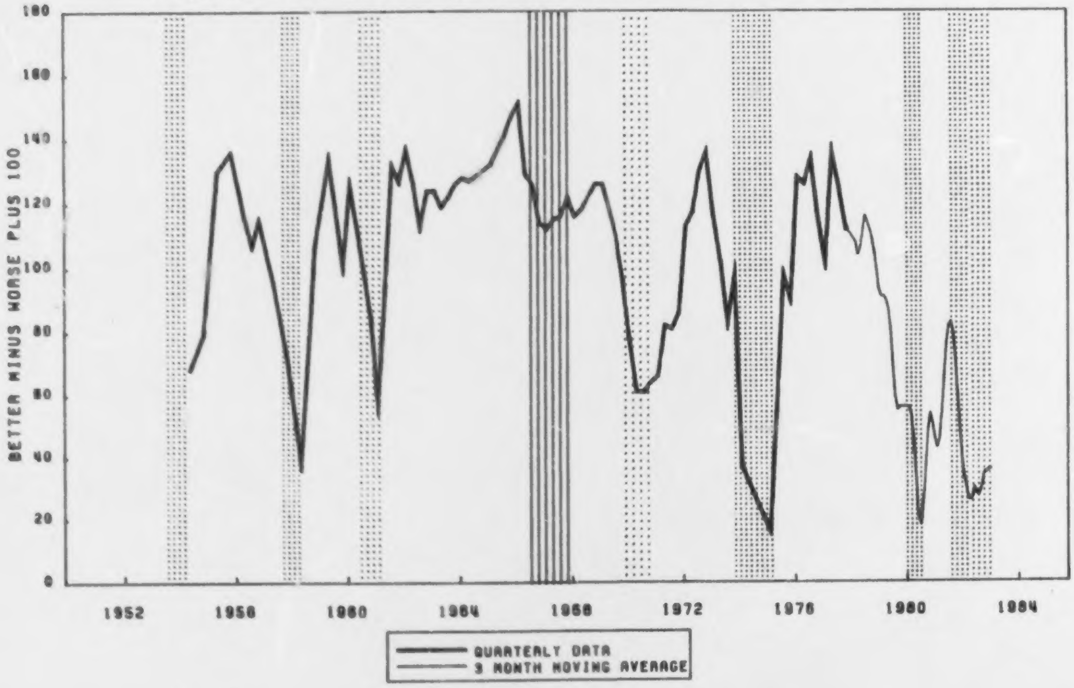


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER NOW	11%	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%	16%
SAME	8	8	5	9	6	6	8	6	8	9	5	9	8
WORSE NOW	79	80	87	81	80	82	83	80	79	75	82	76	76
DK,NA	2	1	1	1	2	1	2	2	*	1	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

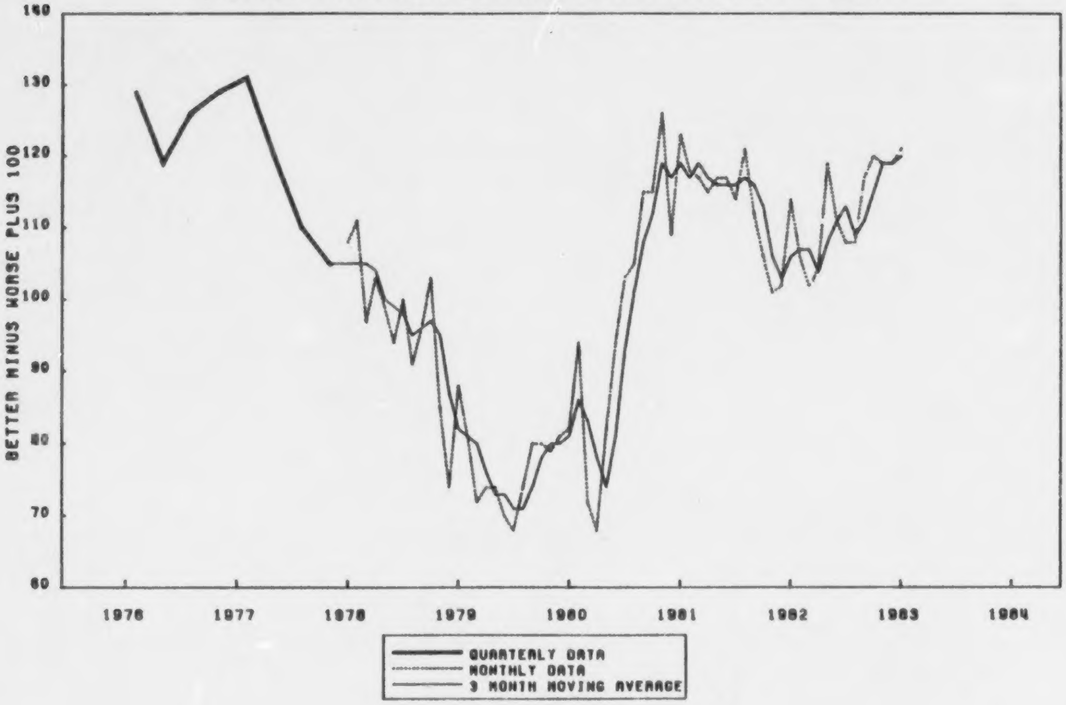


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

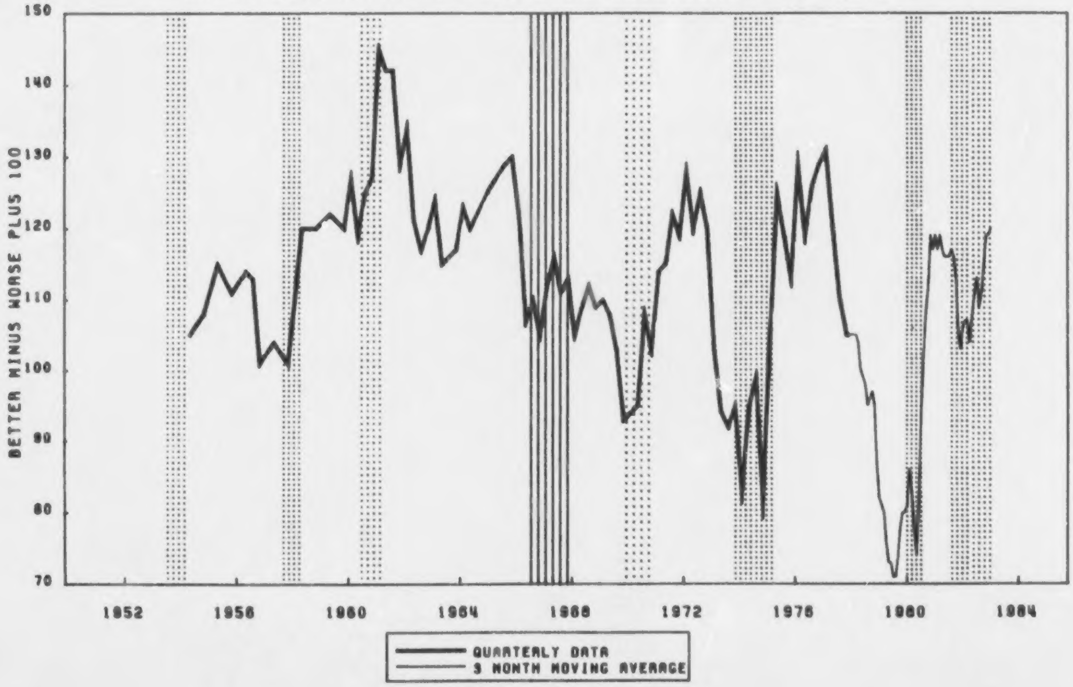


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
BETTER	38%	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%	38%
SAME	36	36	42	38	39	34	41	43	43	36	41	41	43
WORSE	24	28	27	28	20	26	25	23	19	20	19	20	17
DK,NA	2	2	2	2	2	3	1	3	2	4	2	*	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

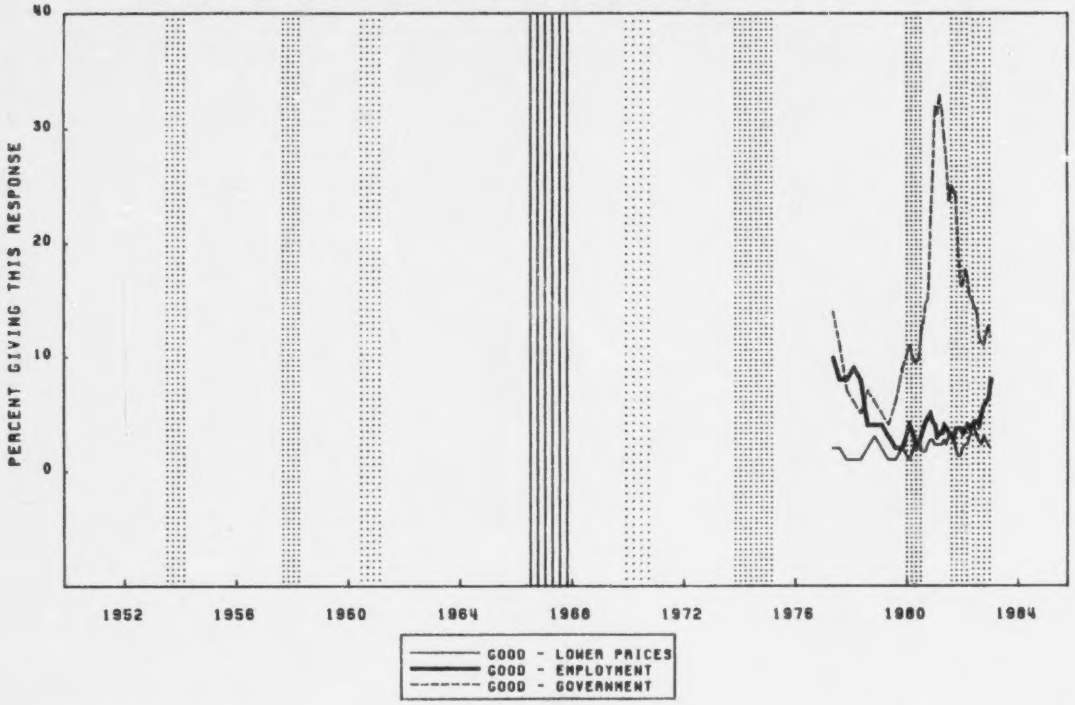


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

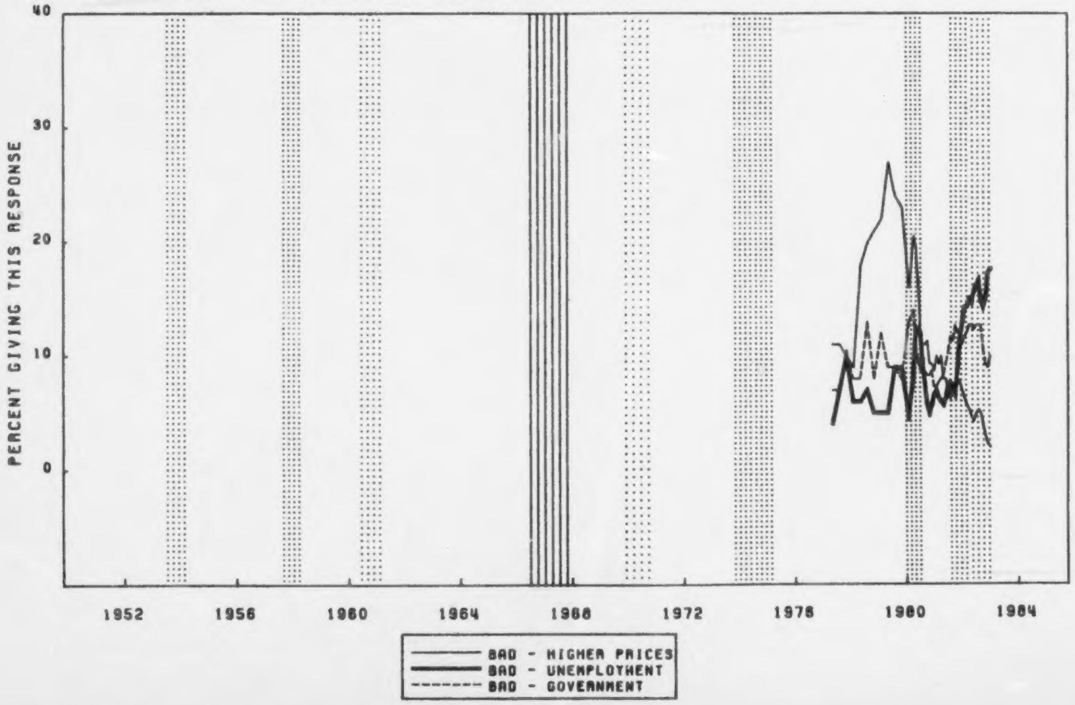


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
FAVORABLE REASONS:													
Government; elections	19%	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%	8%
Employment	5	4	3	4	5	4	4	4	7	6	5	8	11
Higher consumer demand	3	2	3	3	4	6	3	3	3	4	4	6	5
Lower prices	3	2	2	5	4	3	2	2	3	4	1	2	3
Easier credit	5	5	7	7	10	9	5	8	13	15	12	12	12
UNFAVORABLE REASONS:													
Government; elections	11	12	13	13	12	12	14	12	12	8	8	11	11
Unemployment	12	16	15	14	15	18	16	16	13	14	18	20	15
Lower consumer demand	6	7	9	7	4	6	5	3	5	3	5	5	4
Higher prices	5	6	6	4	4	5	6	5	4	3	2	2	2
Tighter credit	4	7	7	5	6	10	9	6	7	3	3	2	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

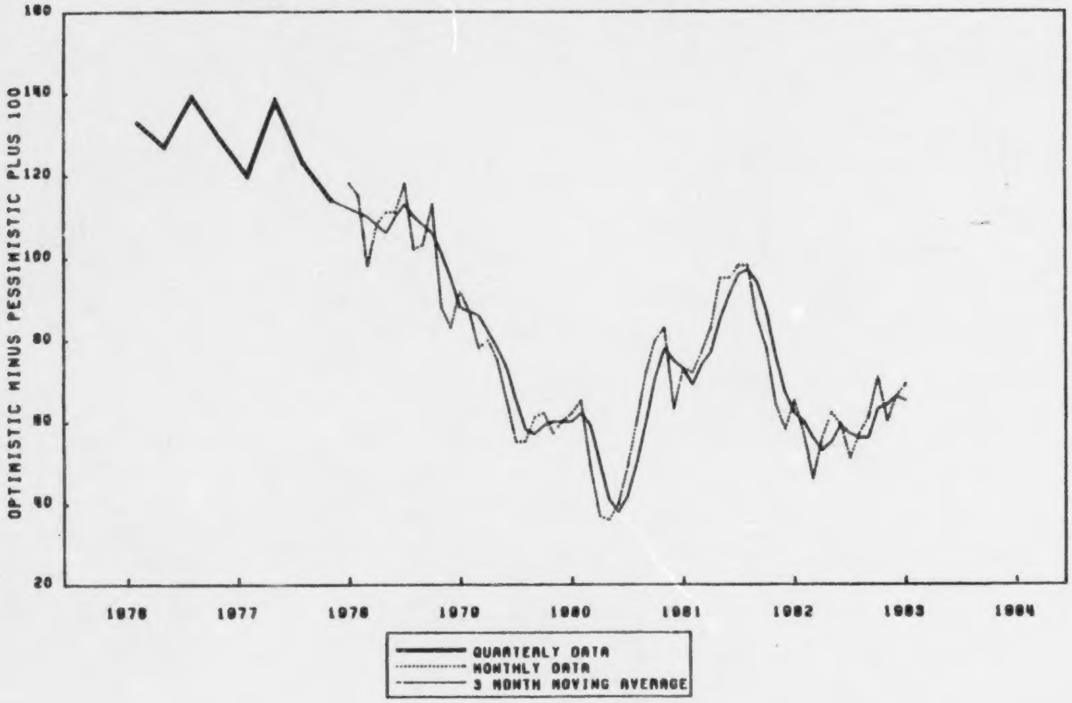


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

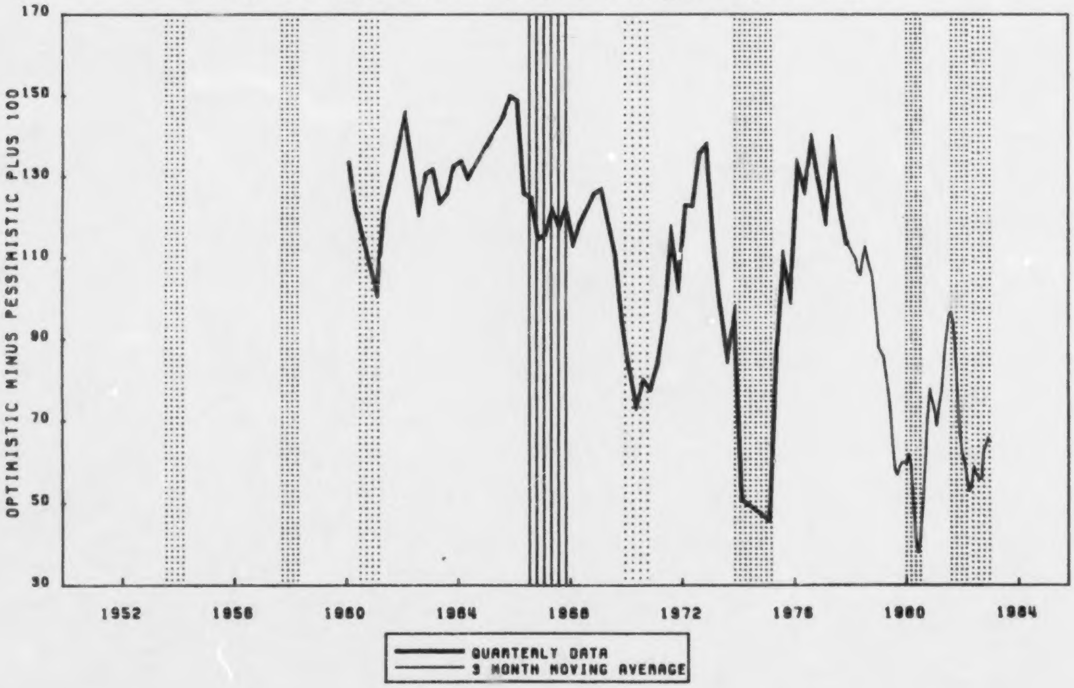


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
TREND:													
Continuous increase (a)	6%	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%	11%
Intermittent increase (b)	9	6	5	7	6	6	5	7	6	9	7	9	9
Remain unchanged (c)	3	4	2	4	3	2	3	3	4	3	1	4	3
Intermittent decline (d)	27	30	37	30	33	29	36	35	36	29	37	33	35
Continuous decline (e)	23	25	26	26	19	24	23	22	17	19	18	18	16
Mixed change (f)	29	26	23	24	28	30	25	22	27	26	27	27	24
DK,NA	3	3	3	4	3	3	3	4	2	4	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

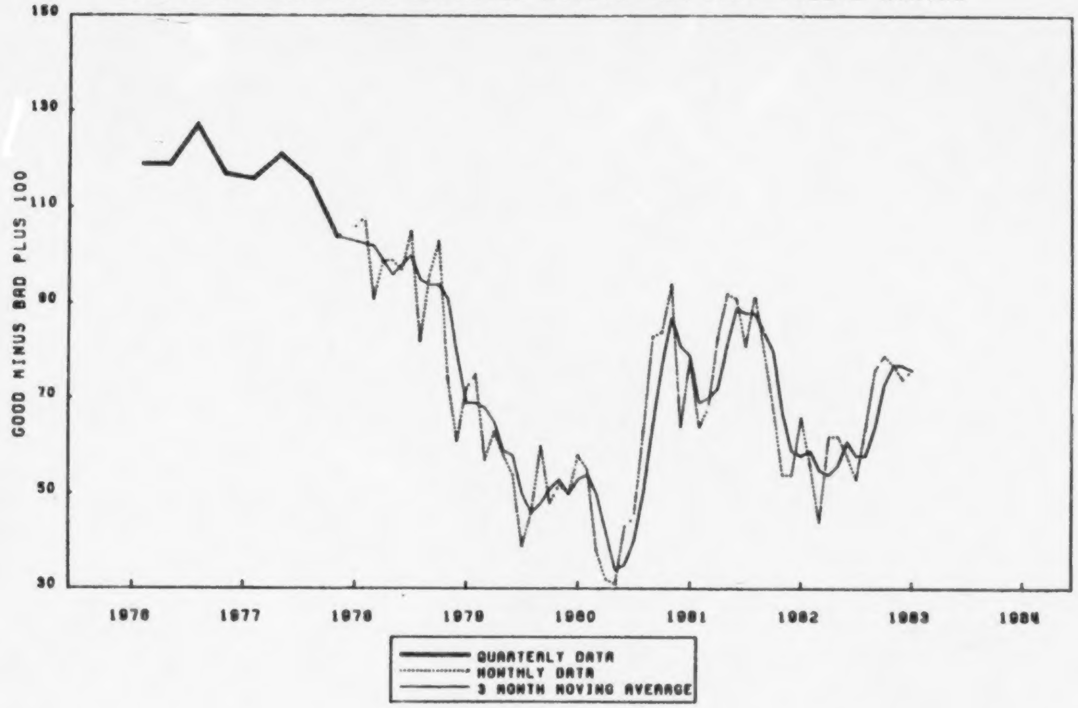


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

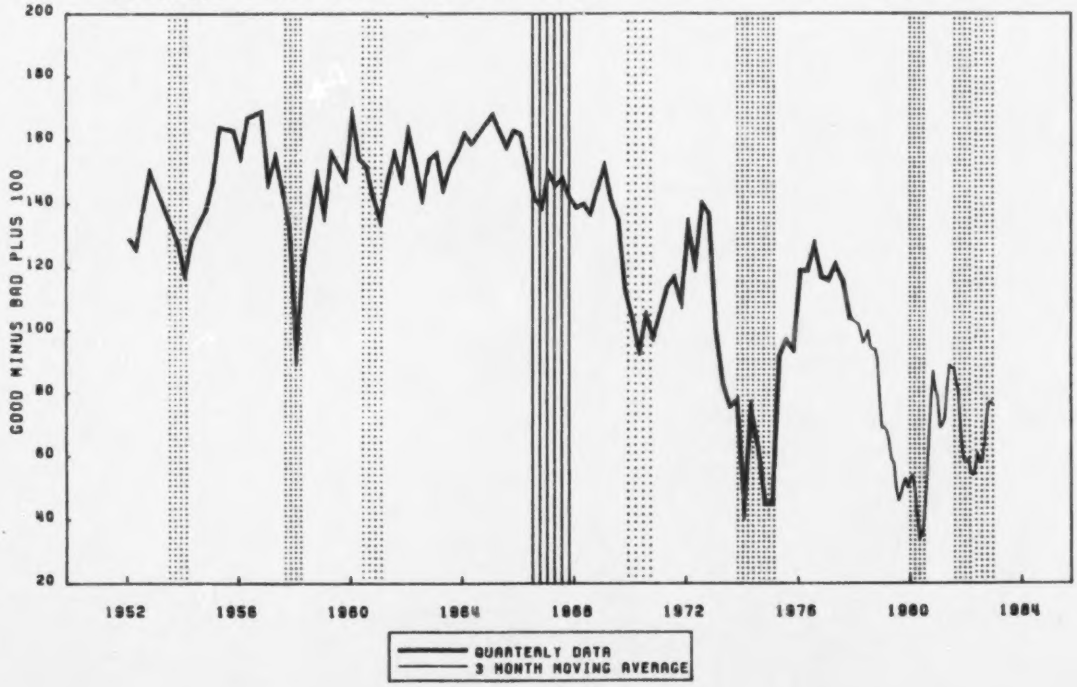


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIMES	30%	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%	34%
UNCERTAIN; GOOD & BAD	1	2	2	1	1	1	2	5	4	3	4	2	1
BAD TIMES	64	67	73	66	65	67	70	62	57	56	56	58	58
DON'T KNOW	3	4	3	4	4	4	3	3	4	4	3	5	3
NOT ASCERTAINED	2	4	5	1	3	3	2	4	2	2	4	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

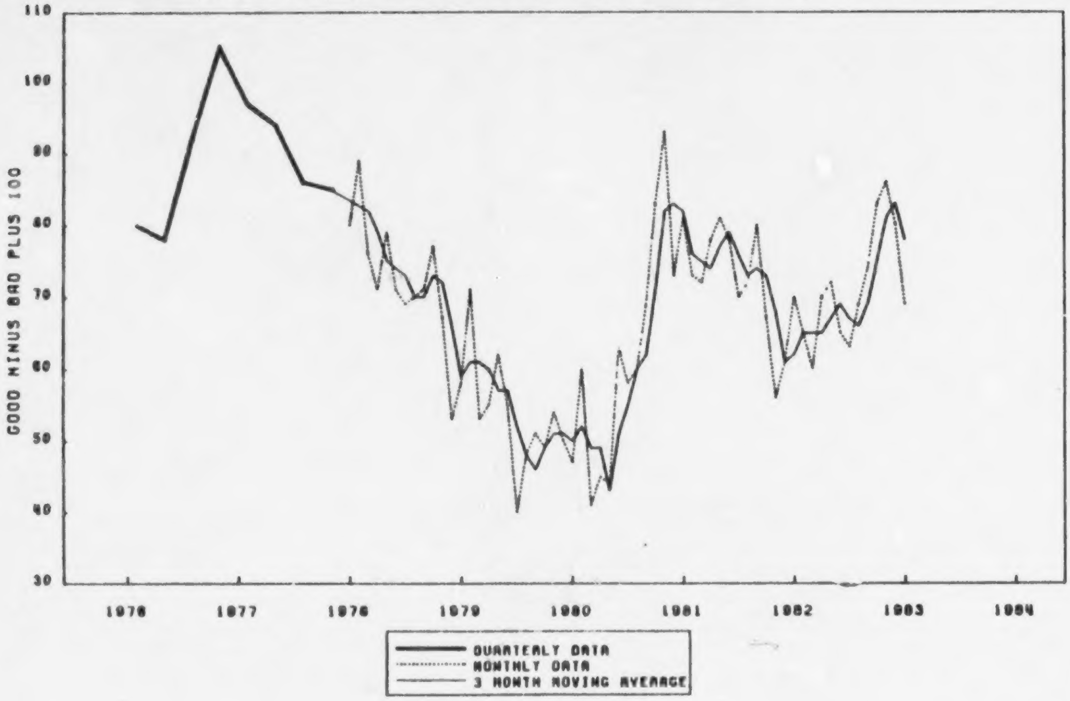


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

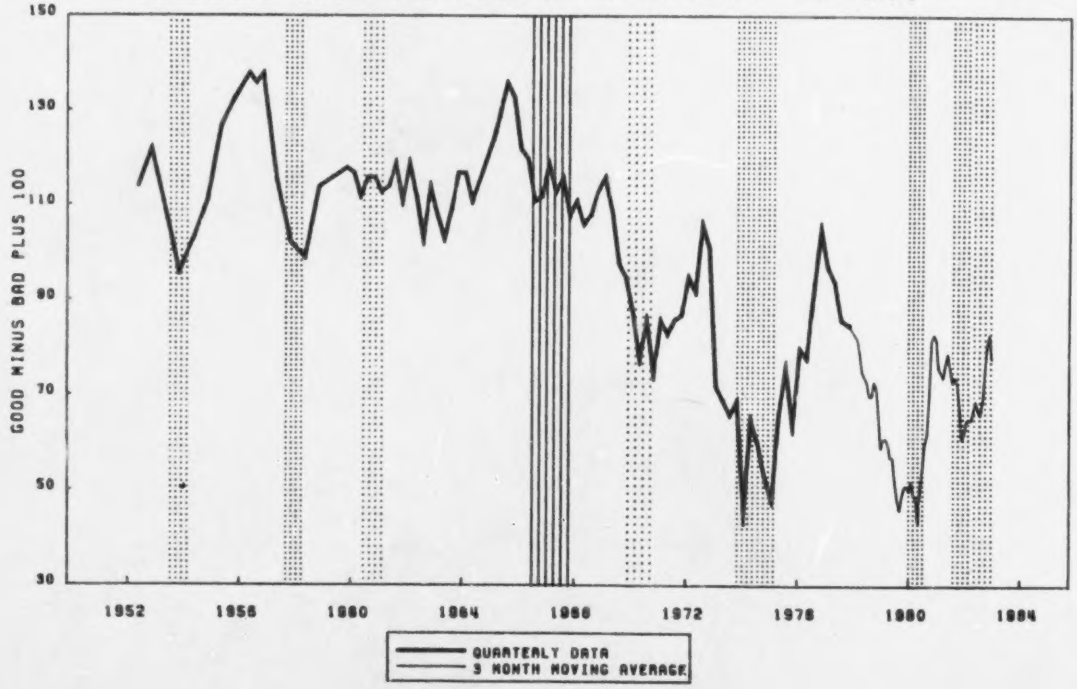


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIMES	28%	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%	26%
UNCERTAIN; GOOD & BAD	11	13	13	13	13	12	15	15	14	14	14	14	12
BAD TIMES	58	59	62	55	55	59	59	54	54	49	47	49	57
NOT ASCERTAINED	3	4	3	7	5	5	4	8	4	5	6	8	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
LESS	16%	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%	23%
SAME	34	33	32	34	35	35	35	35	38	36	42	40	45
MORE	49	52	54	50	47	48	48	46	43	41	37	37	30
DK,NA	1	2	1	2	1	1	1	2	1	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

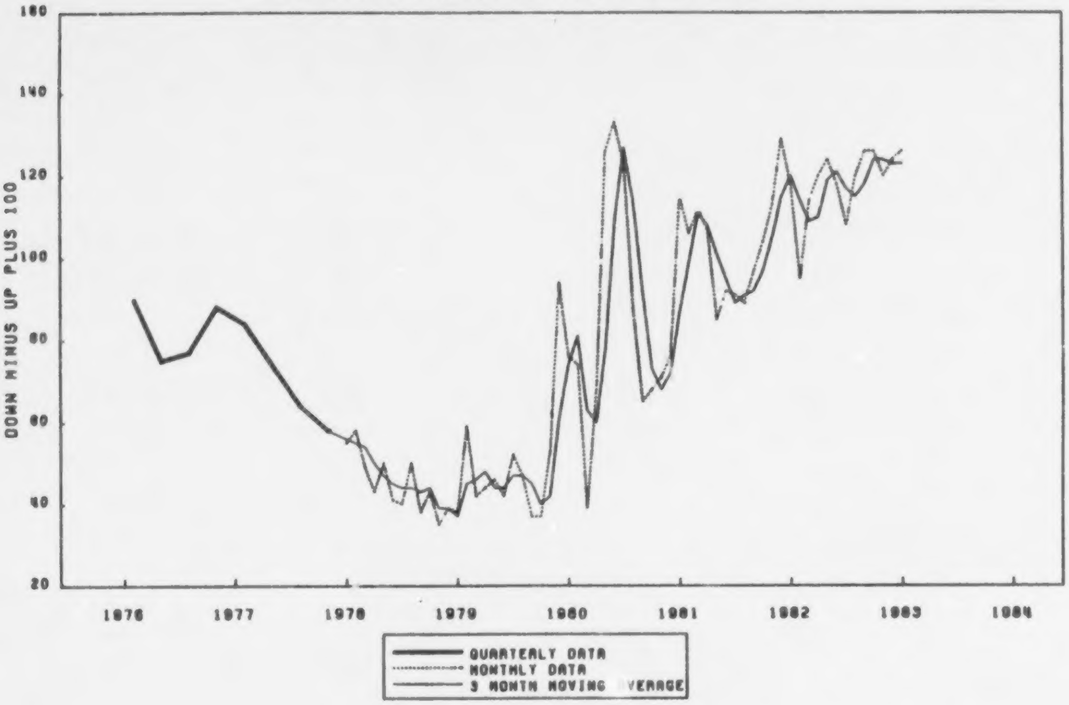


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

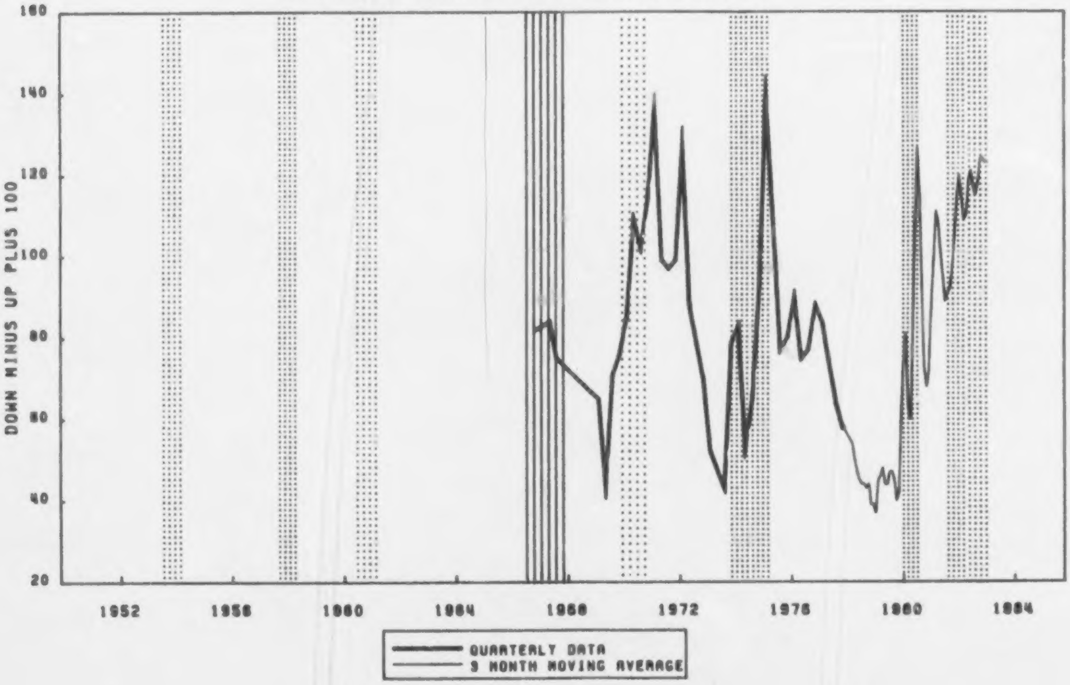


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GO UP	25%	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%	18%
STAY THE SAME	28	33	33	33	34	37	41	34	26	26	26	33	35
GO DOWN	43	29	39	42	43	39	32	41	48	48	45	44	44
DK,NA	4	4	3	3	4	3	3	4	4	4	4	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

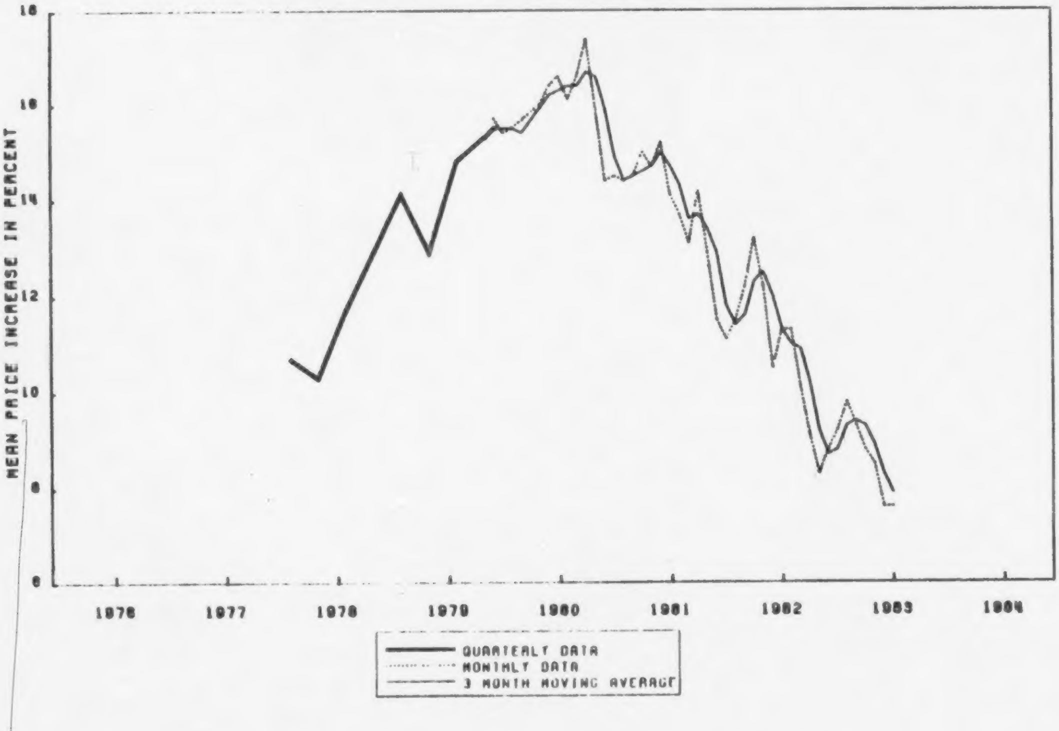


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
SAME OR DOWN	11%	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%	23%
GONE UP BY:													
1-2%	4	4	5	4	2	8	6	5	6	4	5	6	7
3-4%	5	6	7	7	11	10	8	8	10	7	9	9	11
5%	11	11	13	12	12	12	14	11	12	13	15	17	17
6-9%	17	14	12	14	13	14	13	16	14	12	12	12	9
10-14%	24	24	24	24	16	21	22	24	19	22	14	17	15
15% or more	22	22	19	17	17	16	18	17	16	14	18	14	12
DK how much up	6	6	5	7	6	5	6	6	7	7	6	5	5
DK,NA	*	*	*	*	*	*	1	1	*	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	11.3	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6
VARIANCE	126	132	114	83	96	93	87	96	115	106	102	82	108
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

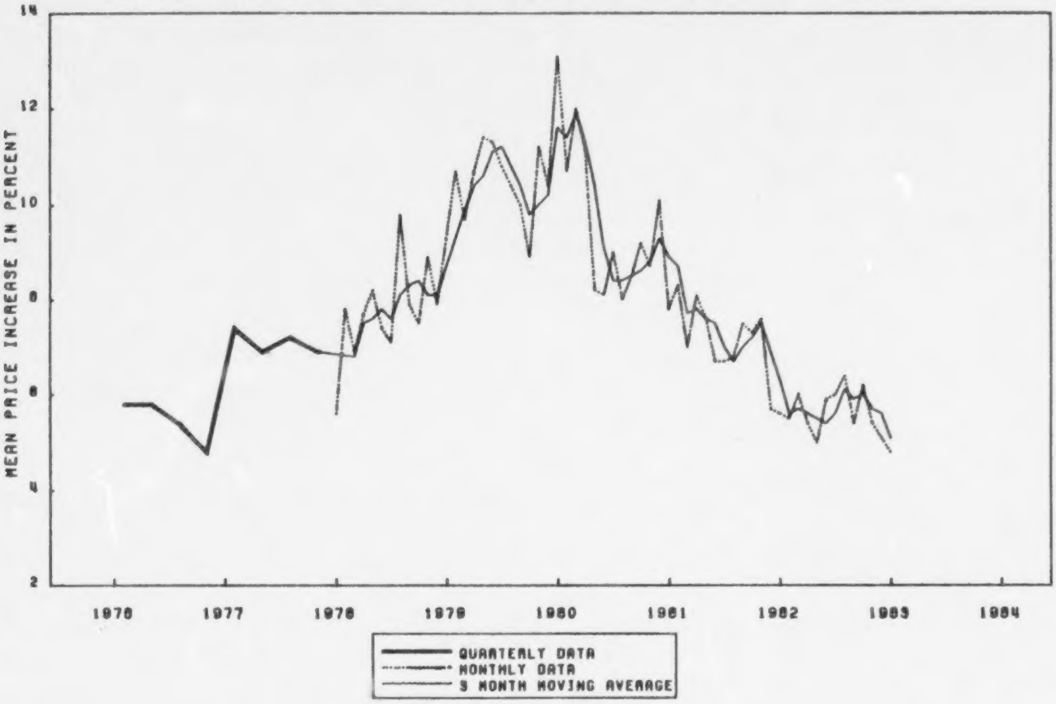


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

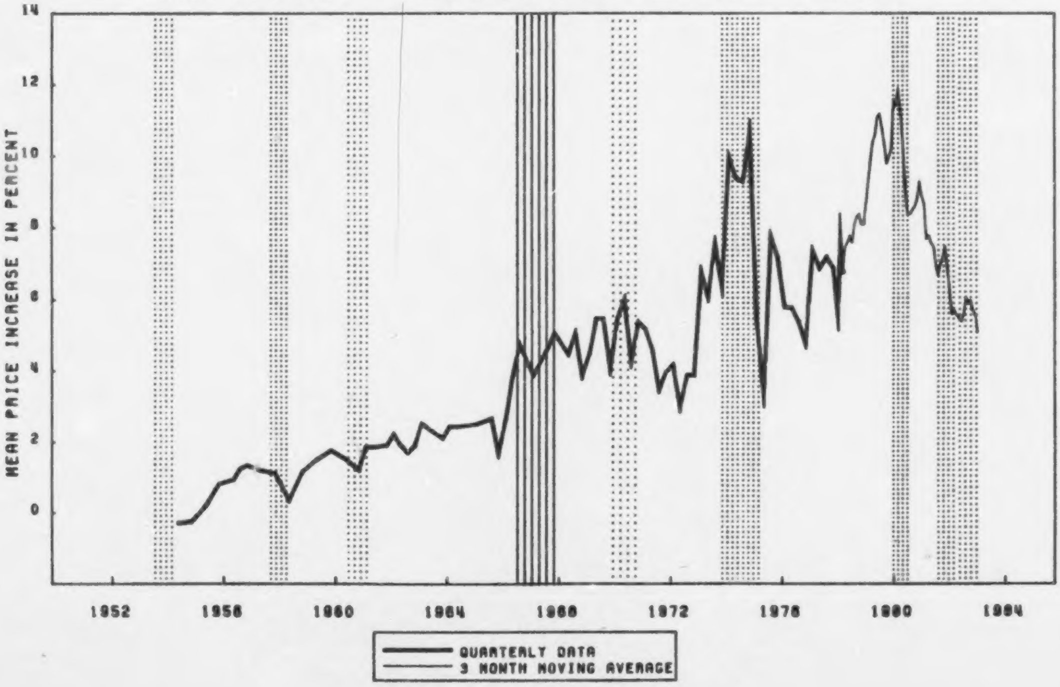


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
SAME OR DOWN	36%	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%	35%
WILL GO UP BY:													
1-2%	5	4	7	4	6	7	7	8	7	5	5	6	10
3-4%	8	7	11	7	9	10	10	12	9	8	10	13	11
5%	13	12	11	16	15	14	17	16	14	14	15	15	16
6-9%	11	12	12	10	11	10	15	12	13	11	11	9	7
10-14%	13	14	12	16	8	16	14	13	12	15	12	11	9
15% or more	8	7	11	8	8	8	7	11	7	9	9	8	7
DK how much up	4	5	2	3	4	3	5	3	5	5	3	3	3
DK,NA	2	1	2	3	3	2	2	2	2	2	3	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.6	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8
VARIANCE	59	59	85	54	58	71	53	65	59	82	55	56	67
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

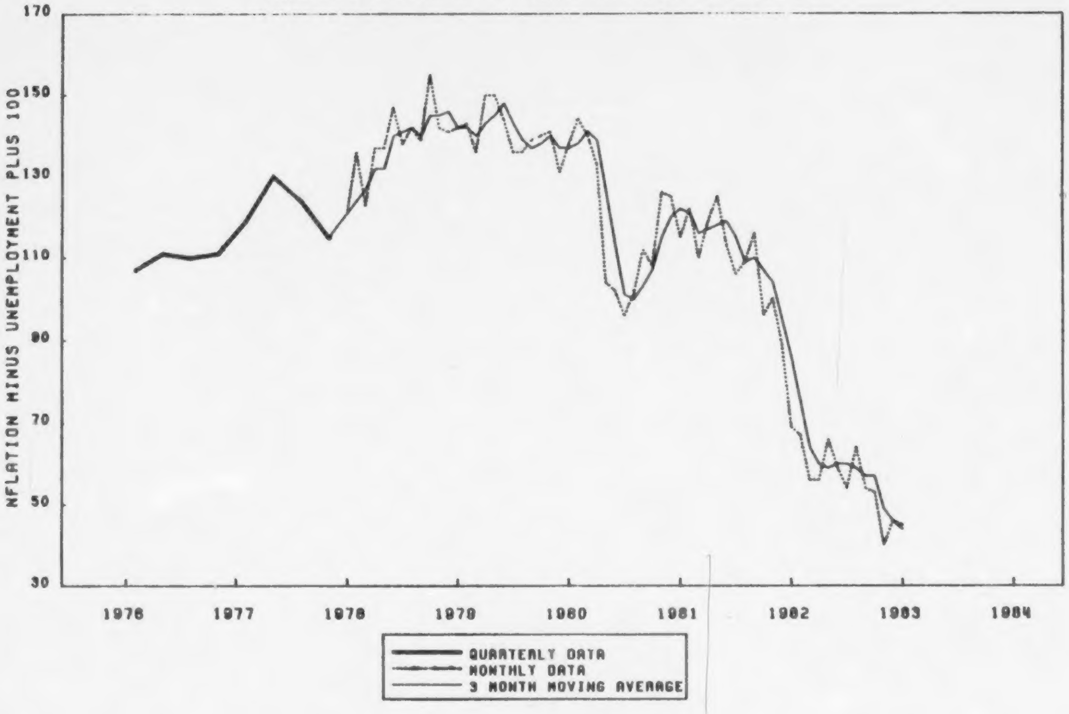


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

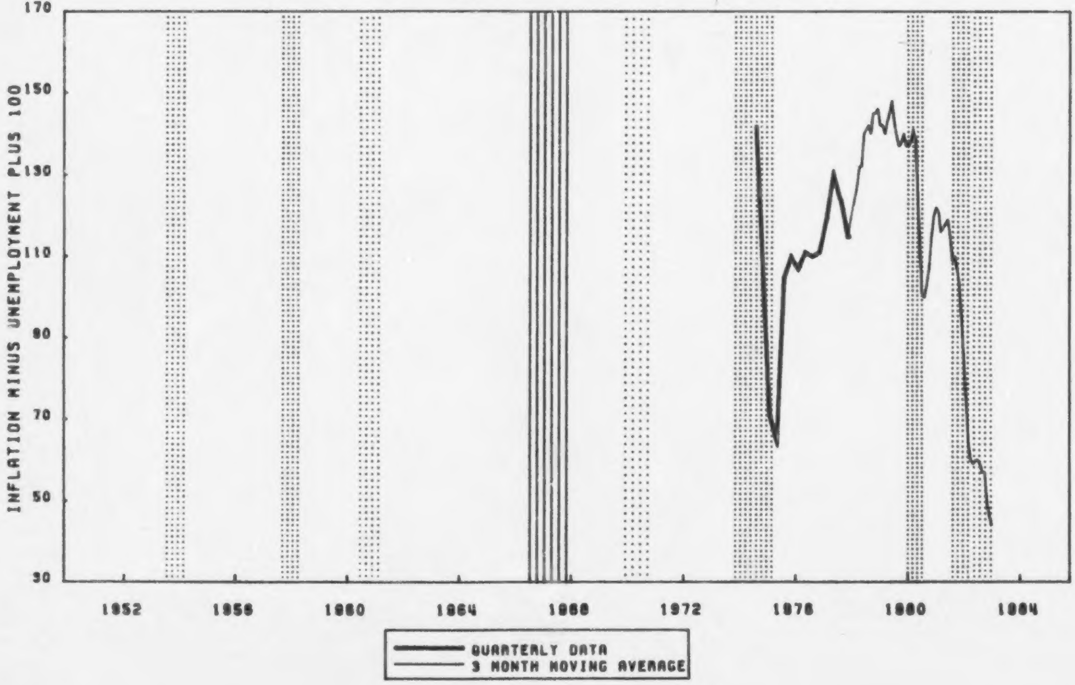


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
UNEMPLOYMENT	60%	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%	74%
BOTH EQUALLY SERIOUS	10	14	11	13	9	12	11	11	9	11	7	9	5
INFLATION	29	26	22	21	28	23	21	26	22	20	16	18	19
DK,NA	1	1	1	1	1	1	1	1	1	2	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

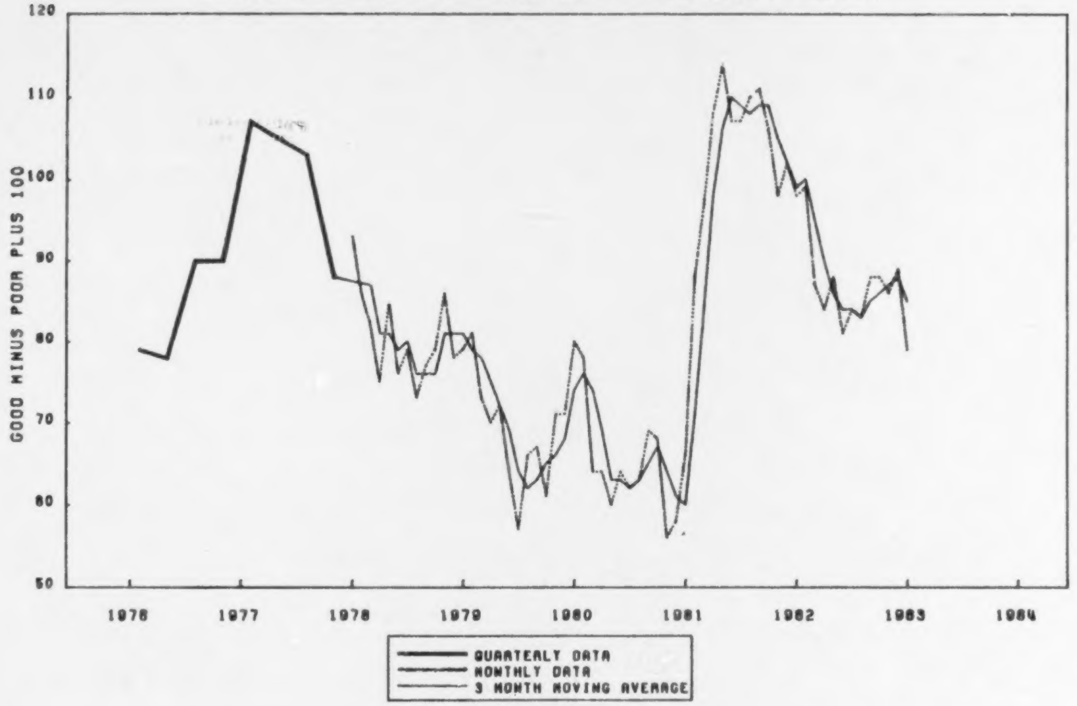


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

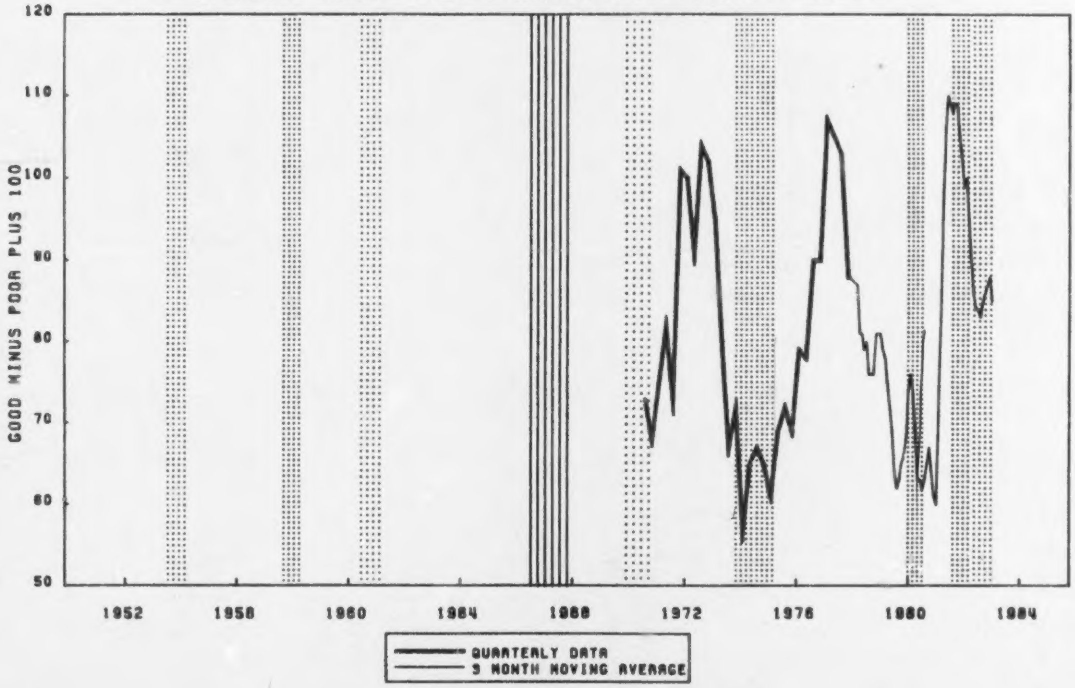


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
A GOOD JOB	25%	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%	16%
ONLY FAIR	46	42	48	37	46	46	46	45	46	41	45	47	45
A POOR JOB	27	28	31	38	32	35	34	34	31	33	33	30	37
DK,NA	2	3	3	3	2	3	2	4	4	5	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

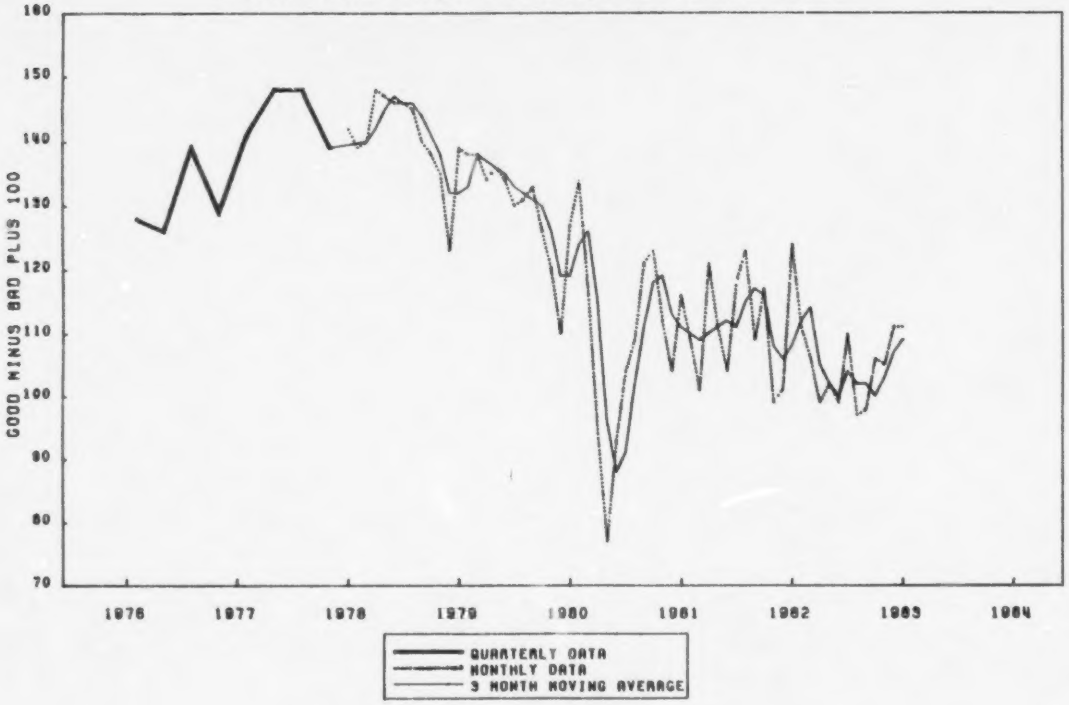


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

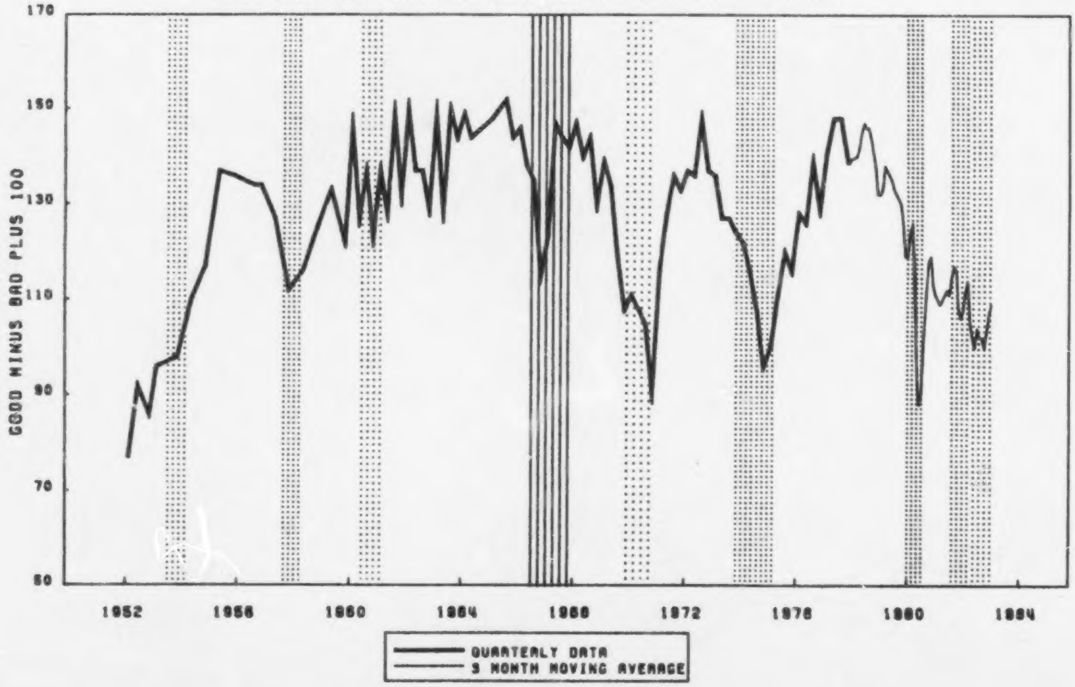


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	57%	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%	51%
UNCERTAIN, DEPENDS	10	15	10	17	12	13	14	15	14	14	11	11	9
BAD TIME TO BUY	33	37	42	42	43	44	38	44	44	40	42	39	40
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

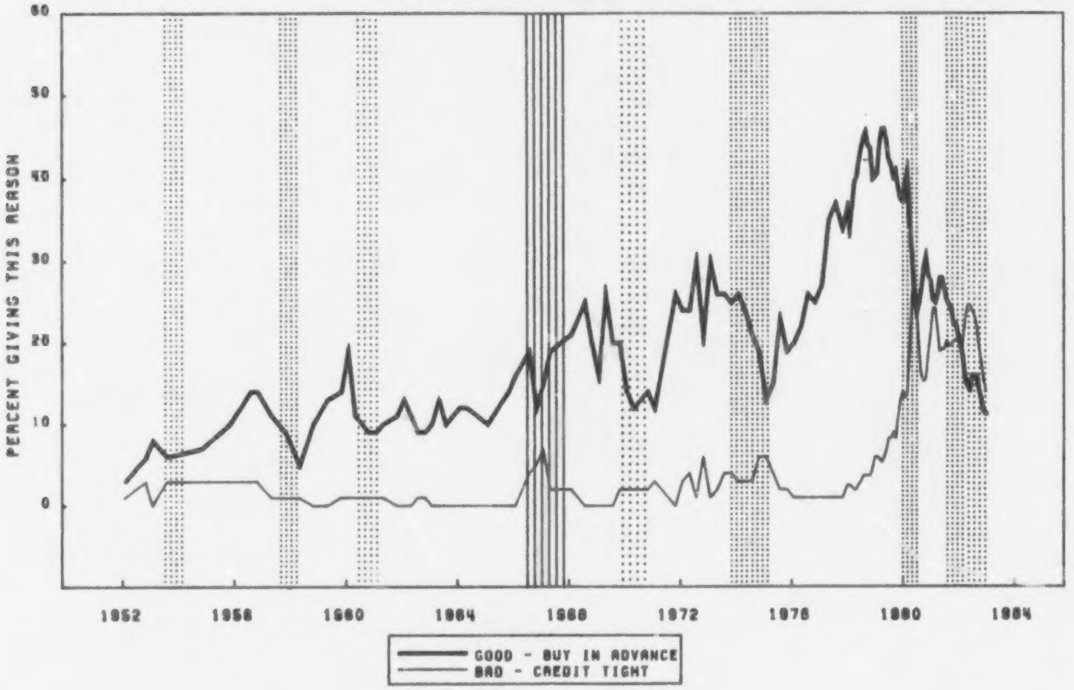


CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

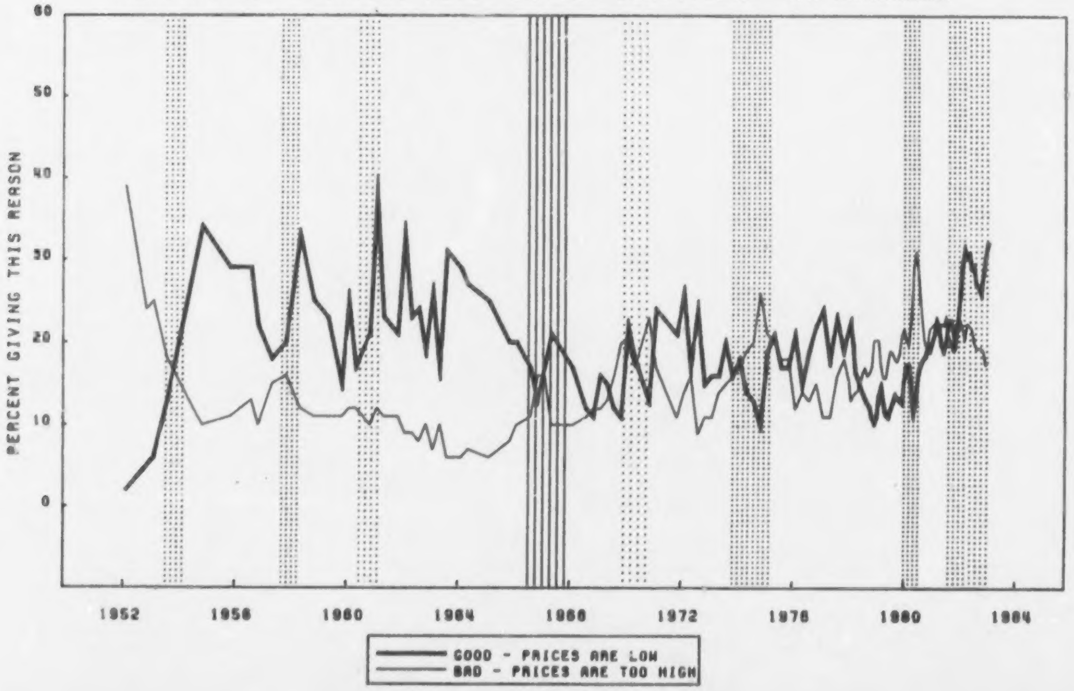


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	32%	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%	33%
Prices won't come down; are going higher	22	18	15	14	15	14	19	15	14	14	11	10	13
Interest rates low; credit is easy	3	2	1	1	3	2	2	2	4	5	5	8	7
BAD TIME TO BUY:													
Prices are high	17	22	22	23	21	21	18	19	21	18	18	16	19
Interest rates are high; credit is tight	18	19	24	26	24	24	24	22	20	16	17	13	12
Lack of purchasing power	13	15	18	19	20	21	19	21	21	21	24	21	22

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

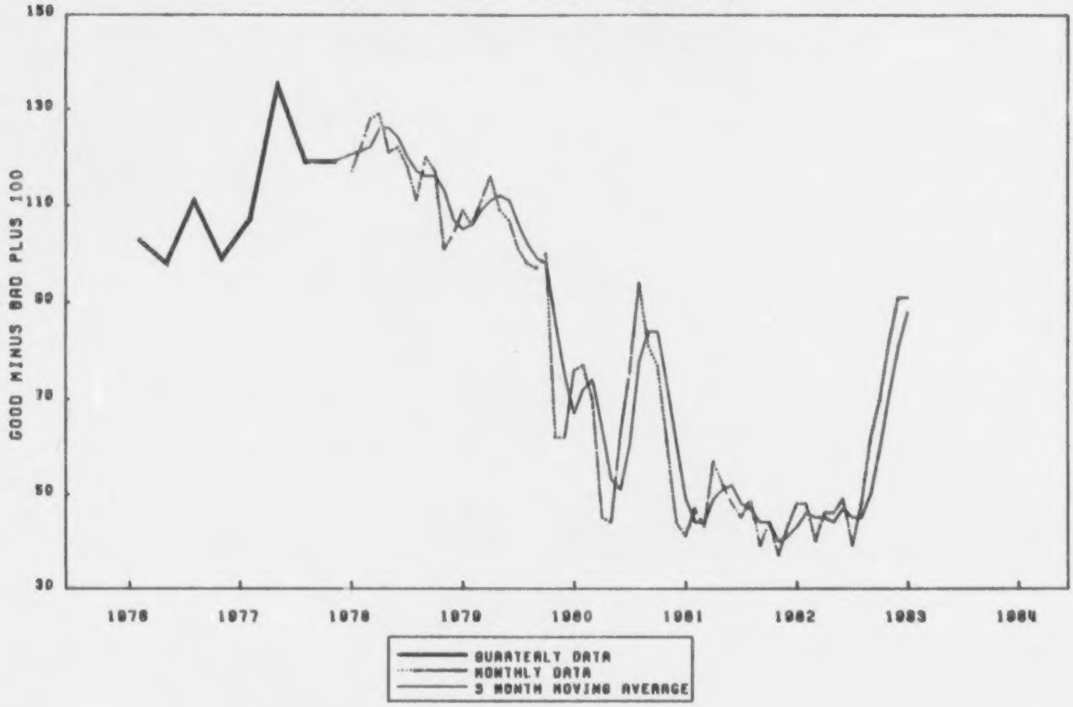


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

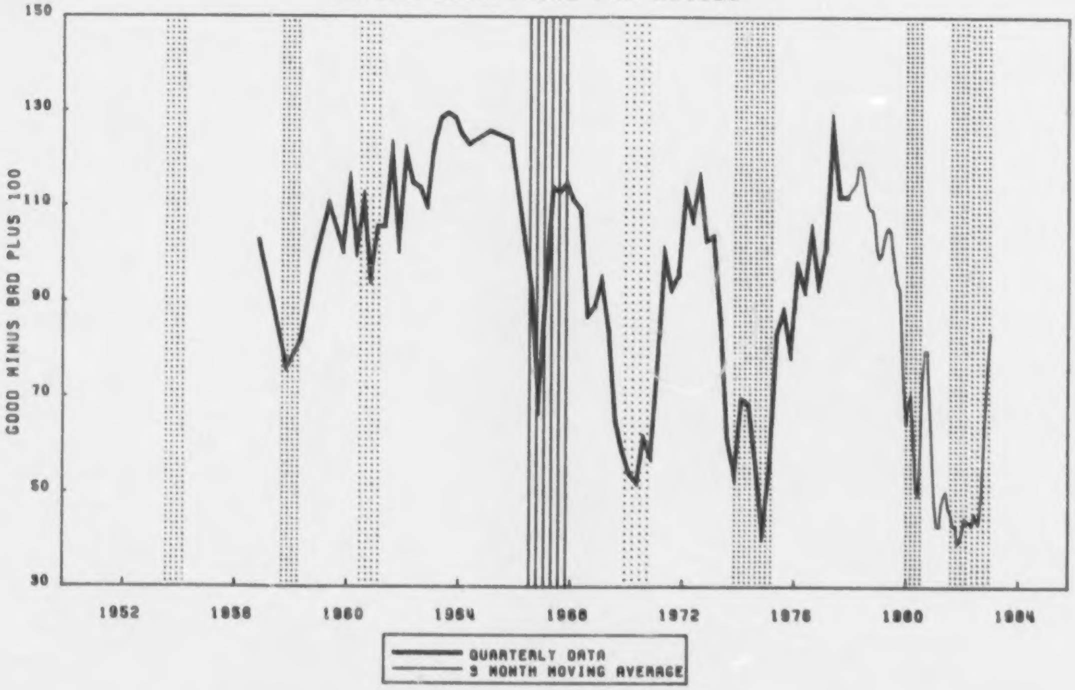


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	21%	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%	44%
UNCERTAIN, DEPENDS	6	6	6	6	8	7	9	8	6	6	6	3	3
BAD TIME TO BUY	73	73	77	74	73	72	76	72	66	62	56	53	53
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

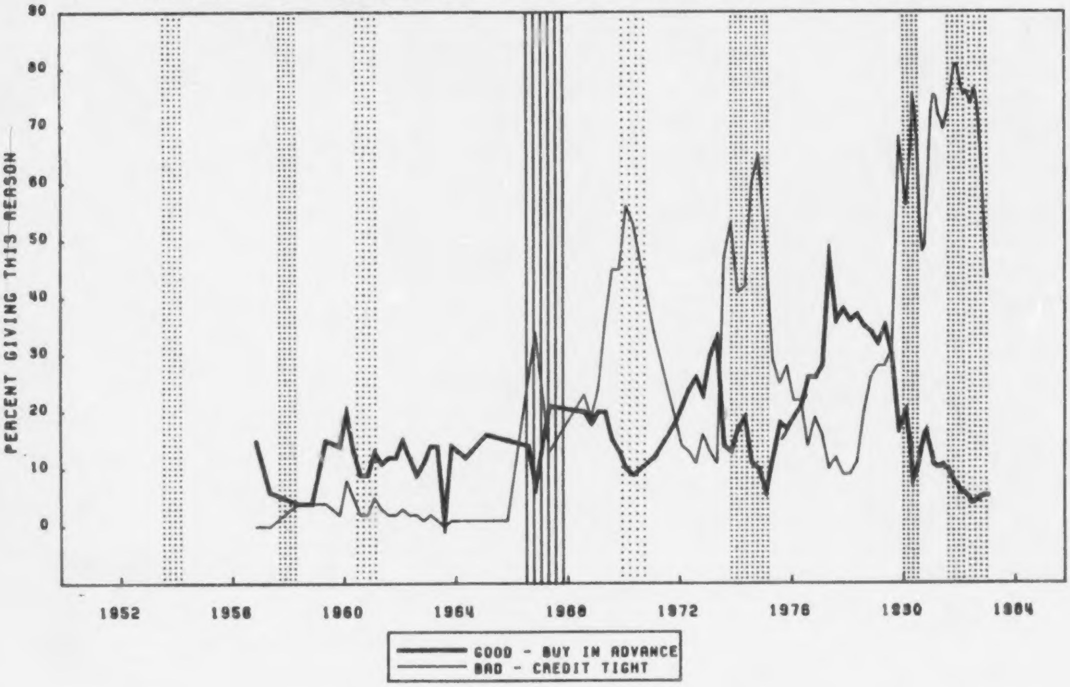


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

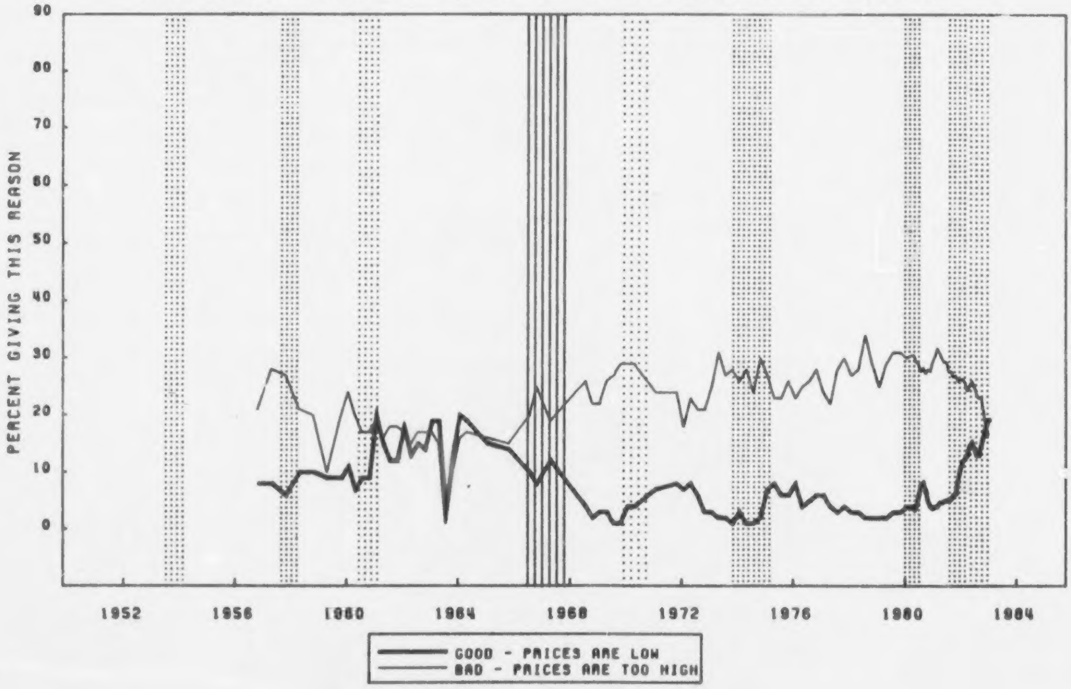


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	13%	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%	21%
Prices won't come down; are going higher	5	5	7	4	4	4	4	5	5	5	6	5	5
Interest rates low; credit is easy	8	7	4	6	6	7	4	7	20	23	30	35	37
Good investment	5	6	4	5	5	4	3	4	3	2	4	6	4
BAD TIME TO BUY:													
Prices are high	28	24	25	24	27	27	21	23	25	21	16	17	17
Interest rates are high; credit is tight	72	76	78	74	72	75	82	71	64	60	49	40	41
Lack of purchasing power	22	19	23	22	18	23	27	20	21	23	23	23	24

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

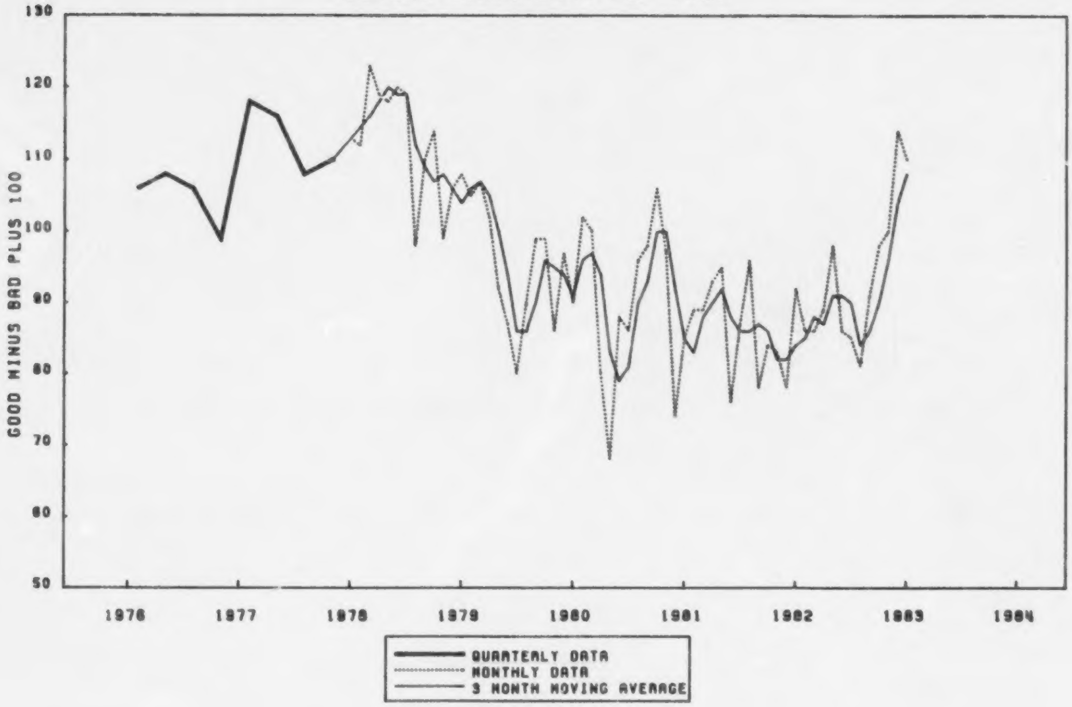


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

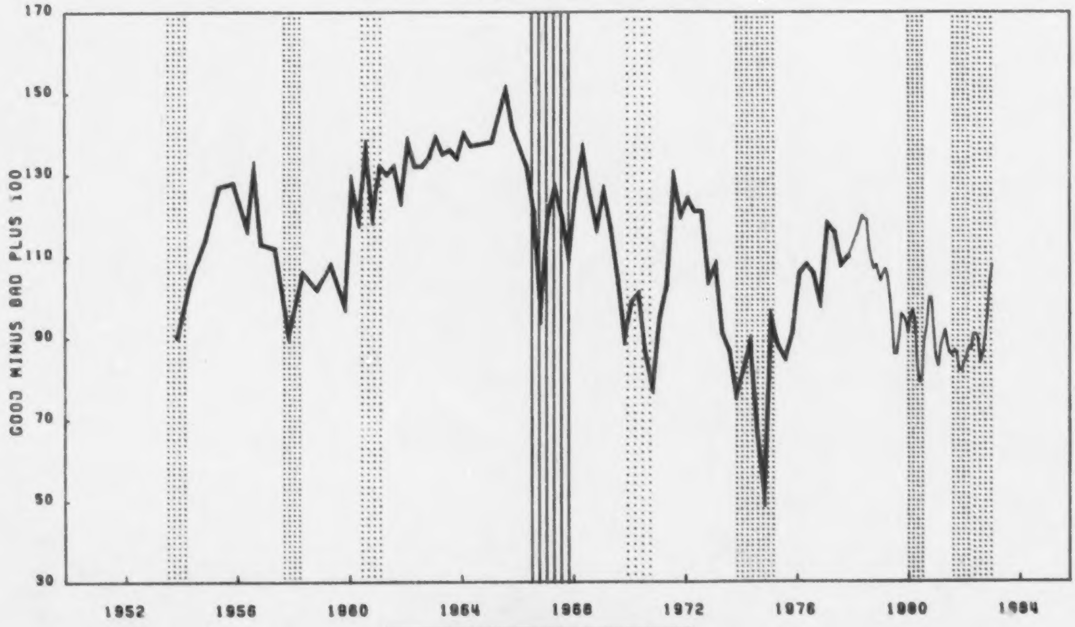


TABLE 30

BUYING CONDITIONS FOR CARS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY	41%	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%	51%
UNCERTAIN; DEPENDS	10	12	8	9	10	6	11	11	11	10	8	8	8
BAD TIME TO BUY	49	51	53	51	46	54	52	54	49	46	46	39	41
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

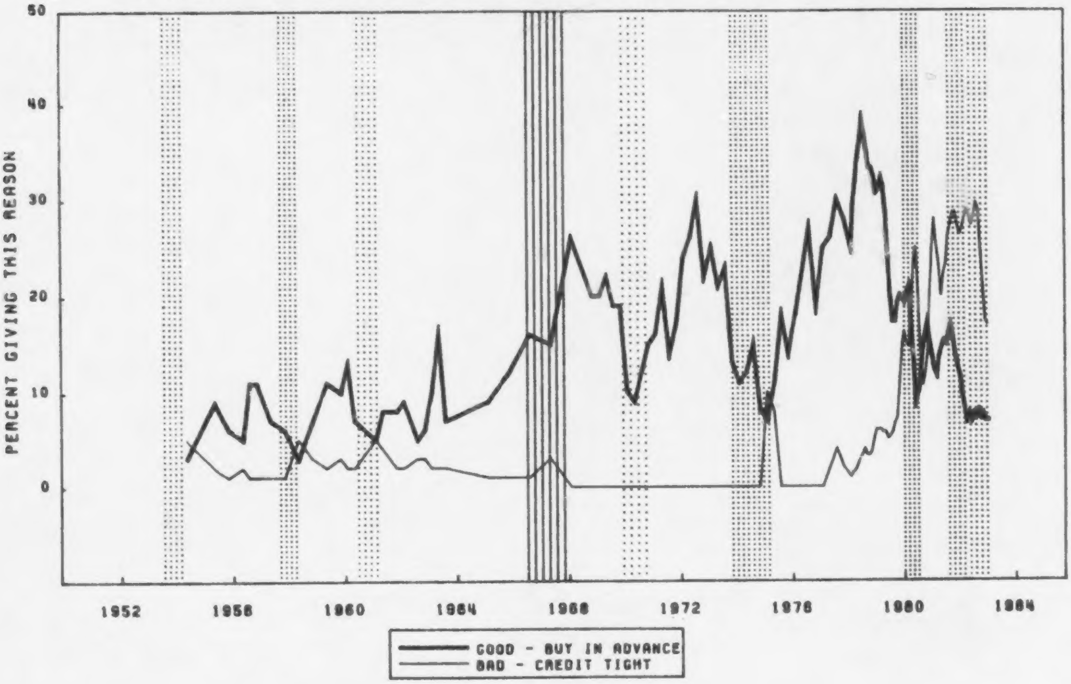


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

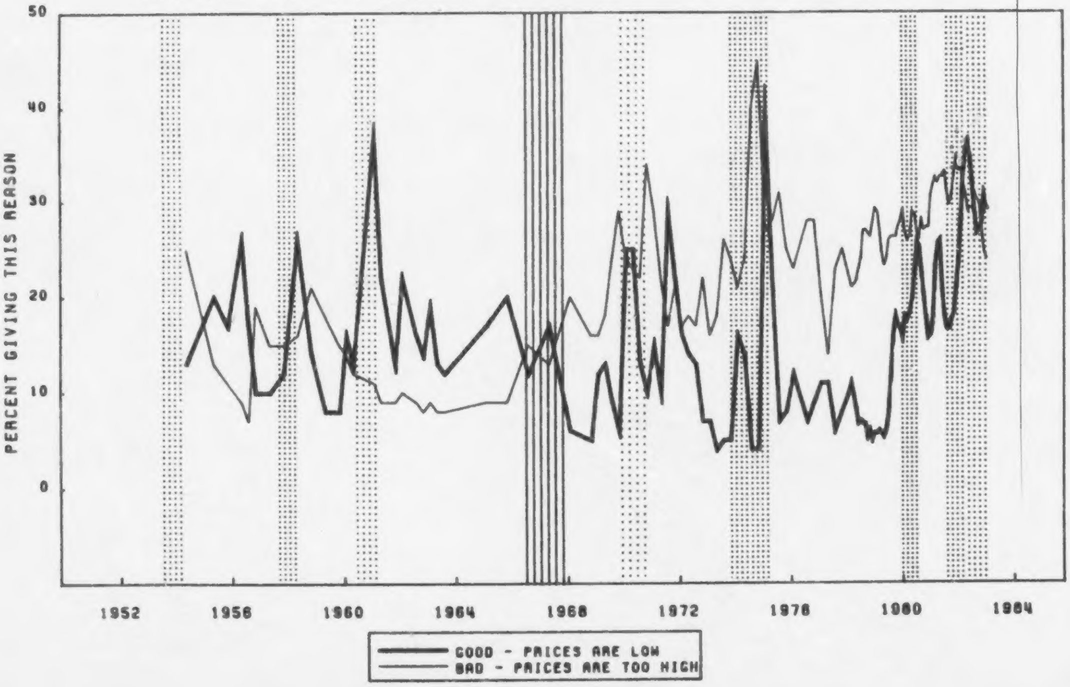


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	29%	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%	25%
Prices won't come down; are going higher	11	6	8	7	8	6	9	7	8	7	8	6	7
Interest rates low; credit is easy	6	3	3	7	11	7	5	6	10	11	20	27	29
New fuel efficient models	2	2	1	2	1	1	1	2	1	1	1	1	2
BAD TIME TO BUY:													
Prices are high	31	33	32	28	27	33	28	32	31	26	25	23	24
Interest rates are high; credit is tight	26	28	30	29	26	27	32	30	25	19	19	14	18
Lack of purchasing power	13	12	16	13	11	11	13	12	14	14	15	13	12
Price of gas; shortages	2	2	1	1	1	2	2	1	1	*	1	1	1
Poor selection; quality	8	9	7	8	6	10	10	7	7	7	7	7	6

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

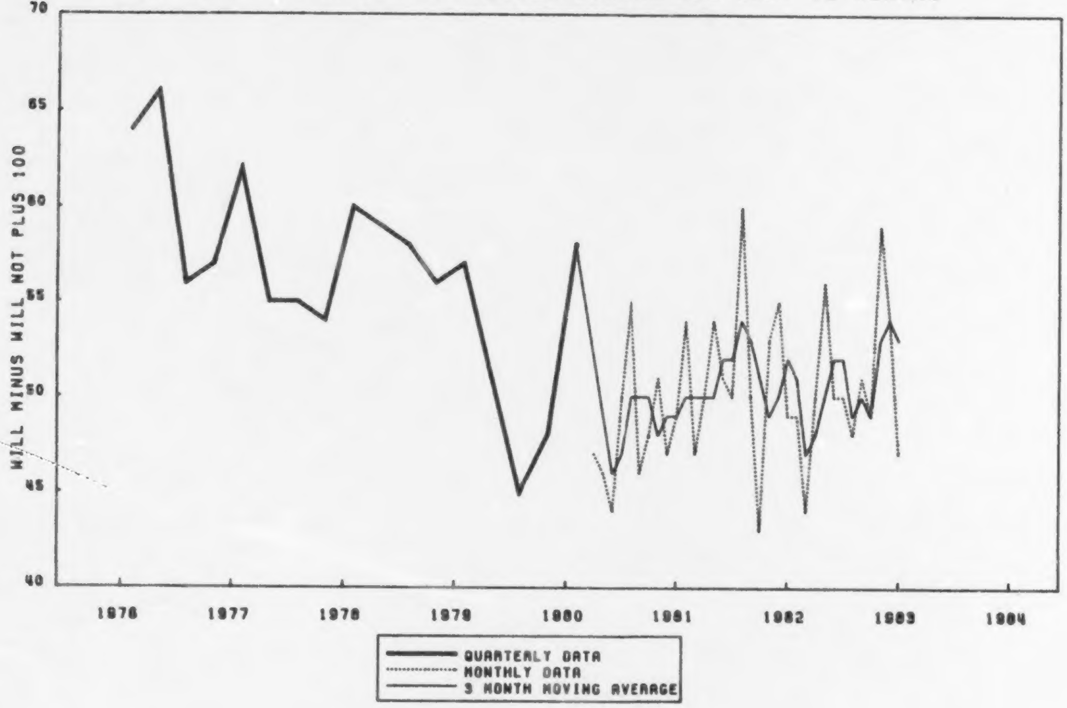


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

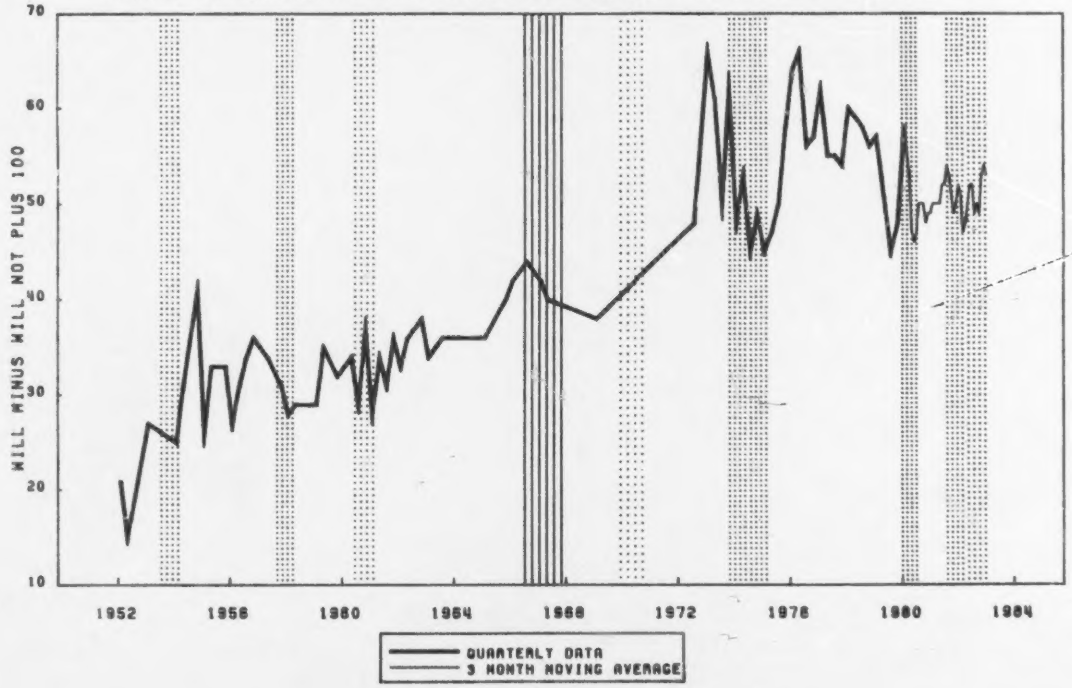


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROBABLY WILL BUY	16%	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%	15%
CHANCES ARE EVEN	8	7	7	6	8	7	8	7	5	7	8	8	7
PROBABLY WILL NOT BUY	67	68	70	67	63	68	66	68	67	67	62	66	68
DK,NA	9	8	9	10	10	7	10	9	10	10	9	6	10
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	704	700	684	702	691	703	708	680	695	687	682	682	682

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	24%	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%	22%
PURCHASE TYPE:													
Buy new	9	11	11	11	13	9	11	12	10	11	11	15	10
Buy used	13	11	9	11	11	13	11	9	12	11	15	10	10
Lease	1	1	*	1	1	2	1	1	*	1	2	2	1
DK,NA	1	1	1	*	2	1	1	1	1	*	1	1	1
PURCHASE TIMING:													
Next 3 months	5	3	1	4	4	2	6	4	2	4	4	2	3
Next 4-6 months	7	6	5	7	7	5	6	5	5	5	6	6	6
Next 7-9 months	6	7	5	6	7	6	3	3	4	5	8	6	4
10 months or more	3	5	6	2	3	7	4	4	7	5	7	7	4
DK,NA	3	3	4	4	6	5	5	7	5	4	4	7	5

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Jan. 1982	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	67%	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%	68%
PURCHASE TYPE:													
Would buy new	36	37	38	39	34	37	38	40	37	39	34	40	36
Would buy used	30	28	31	26	28	29	25	27	29	27	26	24	30
DK,NA	1	3	1	2	1	2	3	1	1	1	2	2	2
PURCHASE TIMING:													
Less than 2 years	7	5	10	5	5	6	4	5	5	5	7	7	8
2 years	23	22	22	21	20	25	20	22	23	23	22	22	23
3 years	12	11	11	12	11	13	13	12	11	11	8	10	10
4 years or more	19	22	21	22	19	16	21	18	20	19	18	17	21
Indefinite	3	1	1	1	2	3	2	4	3	3	2	4	2
DK,NA	3	7	5	6	6	5	6	7	5	6	5	6	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

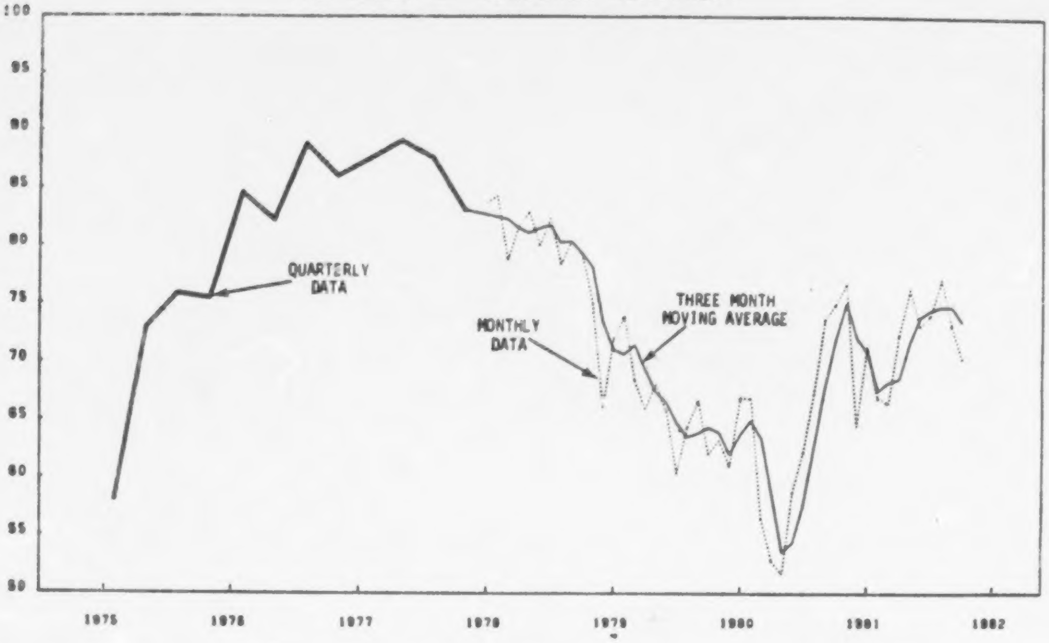
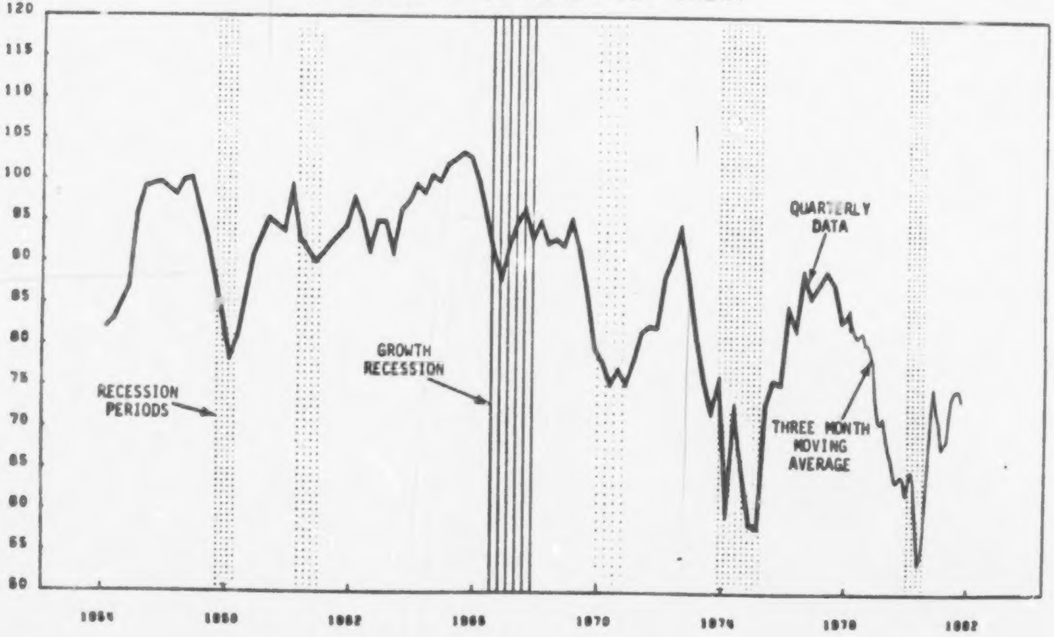


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews 700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

1

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February 11, 1983

JANUARY 1983 MONTHLY REPORT

SURVEY RESEARCH CENTER UNIVERSITY OF MICHIGAN

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

SENTIMENT RISE WAVERS AS INTEREST RATE DECLINES SLOW

** In the January 1983 survey, the Index of Consumer Sentiment was 70.4, just below the level recorded in December,1982 (71.9) and January 1982 (71.0). The small decline was due to less favorable long-term business expectations, while attitudes toward buying conditions remained unchanged at the improved year-end levels.

** Among families with incomes of $25,000 or more, the Index figure was 78.8 in the January 1983 survey, down from 80.5 in December, and just above the year-earlier figure of 77.8.

** Attitudes toward buying conditions remained unchanged at the start of 1983 at the improved levels recorded in late 1982. The loss of upward momentum can be traced to a slowing pace of interest rate declines. From July to December 1982, the proportion of families that mentioned high mortgage rates declined from 82 to 40 percent, but did not decline further in January 1983 (41 percent). A similar pattern was recorded with regard to automobile market conditions.

** Fewer consumers reported postponed purchases in the January 1983 survey (28 percent) than one month (31 percent) or three months earlier (35 percent). For the first time in more than a year, the median interest rate that would have been charged on the postponed purchase fell below 17%--to 15.5% in the January 1983 survey. The highest rate consumers would have been willing to pay also fell in the January survey (to 10.8% from 12.0% one year earlier). Overall the difference between rates charged and rates at which purchases would have been made narrowed from approximately 5 to 4 percentage points.

** Consumers expected an annual rate of inflation of 4.8% in the January 1983 survey, the lowest level since immediately following the 1974-75 recession, and almost one-third the peak level of 13.1% recorded in January 1980. Interest rate expectations were also more favorable in January 1983 than since early 1975. In the January survey just 18 percent of all consumers expected interest rates to increase during the year ahead, while 44 percent expected further interest rate declines in the year ahead.

** The January 1983 survey recorded less favorable long term business expectations, while the short-term outlook remained unchanged. Among all families, 57 percent expected bad times financially in the economy as a whole during the next five years in the January 1983 survey, up from 49 percent in December. Long term economic prospects have been lowered by persistent concerns with double-digit unemployment rates. Confidence in government economic policy to reduce unemployment as well as inflation sunk to its lowest level under the Reagan administration. More than twice as many families gave unfavorable rather than favorable policy ratings (37 versus 16 percent).

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Buying Attitudes Unchanged At Improved Levels

Attitudes toward buying conditions for houses were unchanged in the January 1983 survey from one month earlier--the first month in the last six that home buying attitudes have not improved. Favorable home buying attitudes were held by 44 percent of all families in both January 1983 and December 1982 surveys, up from just 15 percent in July 1982. Unfavorable attitudes toward market conditions for houses were held by 53 percent of all families in both the January 1983 and December 1982 surveys, down from 76 percent six months earlier. The loss of upward momentum can be traced to a slowing pace of interest rate declines. References to high mortgage rates fell rapidly during the last six months of 1982 (from 82 percent in July to 40 percent in December), but posted no further improvement in the January 1983 survey (41 percent). References to the availability of lower mortgage rates similarly rose rapidly during the last half of 1982 (from 4 to 35 percent), and stood at 37 percent in the January 1983 survey. These data indicate that consumers' buying attitudes remain highly sensitive to perceived trends in market interest rates. Importantly, consumer views of housing prices remain near record favorable levels. More families mentioned the appeal of lower housing prices rather than an aversion to higher prices in the January 1983 survey (21 percent versus 17 percent), the most favorable view of housing prices in more than two decades.

Attitudes toward buying conditions for cars remained largely unchanged in the January 1983 survey from the greatly improved levels recorded in late 1982. Among all families surveyed in January 1983, the proportion that held favorable car buying attitudes stood at 51 percent, following the rapid increase from 37 to 53 percent recorded during the last half of 1982. Again, the major reason behind the loss of upward momentum involved perceived trends in interest rates. References to high interest rates on car loans fell from 32 percent in July to 14 percent in December 1982, but subsequently rose to 18 percent in the January 1983 survey. At the same time, references to the availability of lower interest rates offered by car manufacturers rose from just 5 percent in July to 27 percent in December 1982, and stood at 29 percent in January 1983. Importantly, the proportion of families that mentioned the availability of lower car prices, discounts, or rebates, fell to 25 percent in January 1983 from 35 percent one month earlier. This may partially reflect the shift from car price to interest rate discount plans.

Purchase Postponement Moderates

Postponement of purchases due to high interest rates was reported by 28 percent of all families in the January 1983 survey, down from 31 percent one month earlier and 35 percent three months earlier (see Table A). The interest rate consumers reported they would have been charged on the postponed purchase fell to 15.5% in January 1983, down from 17.1% in December (Table B). This represents the first month in more than a year that the median interest rate consumers reported fell below the narrow range of 17.1-17.8%. The January 1983 survey also recorded declines in the interest rate consumers were willing to pay. Among all families, the median interest rate consumers would have been willing to pay fell to 10.8% in January 1983, down from 11.4% in December, and the lowest level recorded during the past year. On average, consumers recorded greater declines in the rate that would have been charged than in the rate that they would have been willing to pay, so that the difference narrowed to 4.2 percentage points in the January survey, down from 5.0 points in December.

Consumers remained reluctant to use their accumulated savings to make major purchases at the start of 1983. Among all families, 25 percent reported that they were willing to use savings to make purchases, unchanged from one year earlier (Table C). In contrast, an increased willingness to incur debt was recorded in January 1983 (18 percent) compared to one year earlier (12 percent). During the past year the proportion of families that were reluctant to incur new debt for major purchases fell to 77 from 87 percent.

Personal Finances: Optimistic Outlook Despite Current Weakness

Consumers' evaluations of their personal financial situation remained unchanged at the start of 1983 at the unfavorable levels recorded throughout 1982. In the January 1983 survey, financial setbacks were reported more frequently than improvements in family finances by a 38 to 29 percent margin. When asked to explain how their financial situation had changed, one-fifth of all families surveyed reported income declines, unchanged from the level recorded one month and one year earlier. Such persistent and widespread declines in family incomes have not been recorded in more than two decades.

In contrast to the dismal assessments of their current financial situation, families remained optimistic about prospects for improvement during the year ahead. Almost twice as many families expected their financial situation to improve rather than worsen in the January 1983 survey (34 versus 19 percent). Although personal financial expectations have been maintained at this favorable level throughout the past year, the basis for these favorable expectations has shifted toward lower inflation rates providing greater purchasing power. The January 1983 survey recorded smaller income increases expected by fewer families than one month or one year earlier. The proportion of all families that expected income increases of 10% or more fell to 20 percent in January 1983, down from 29 percent in both December and January 1982. The proportion that expected their family's nominal income to decline or remain unchanged rose to 45 percent in January 1983, up from 41 percent in December and 37 percent in January 1982. Consumers expected an annual rate of inflation of 4.8% in the January 1983 survey, down from 5.6% one year earlier, and the lowest level in the three years since the all-time peak rate of 13.1% was recorded in January 1980.

Persistent Unemployment Drains Confidence

When asked about recent economic developments, respondents mentioned spreading unemployment somewhat less frequently in the January 1983 survey (43 percent) than in December 1982 (49 percent), while news heard of people returning to work rose slightly from 7 to 12 percent during the past month. Although some moderation is expected, three-fourths of all families in the January 1983 survey expected double-digit unemployment rates to persist throughout 1983. Compared with a month earlier, fewer people expected further increases in the unemployment rate in the January 1983 survey (down to 30 from 37 percent), and more frequently expected unemployment to remain unchanged at its current level (from 40 to 45 percent). Relative concern with unemployment, as compared with inflation, remained at record high levels in the January 1983 survey. Nearly four times as many families thought that unemployment represented the more serious economic hardship facing the nation (74 versus 19 percent).

Although short-term business expectations remained largely unchanged in the January 1983 survey from the one month or one year earlier readings, long-term business expectations were less favorable. The proportion of families that expected bad times financially for the nation as a whole during the next five years rose to 57 percent in January 1983, from 49 percent in December 1982, while favorable expectations fell to 26 from 29 percent.

In the January 1983 survey, confidence in government economic policy fell to its lowest level under the Reagan administration. Among all families, unfavorable policy ratings were given by 37 percent in January, up from 30 percent in December 1982, while favorable ratings of government economic policy declined to 16 percent in January from 19 percent in December. The more than two-to-one unfavorable margin at the start of 1983 stands in sharp contrast to the nearly two-to-one favorable balance of opinion recorded in the Spring of 1981.

* * *

The January survey included 682 interviews completed between January 3 and January 31, 1983.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983
Postponed Purchases:[a]	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%
Vehicles	11	15	12	10	12	12	12	13	14	15	13	15	12
House, home repairs	11	15	10	11	12	11	9	10	9	10	8	8	7
Household durables	8	8	10	10	8	7	9	11	9	8	12	9	8
Other	4	5	6	7	8	5	5	7	6	6	5	7	2
No postponed purchase	67	62	66	66	67	68	68	62	63	65	66	67	66
DK; NA	3	1	1	1	*	1	2	2	2	*	1	2	5
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than 0.5 percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

														January 1983		
Postpone Purchases	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Vehicles	House, Real Estate	Household Durables
All households	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	12%	7%	8%
Interest rate that would have been charged on postponed purchase																
Median	17.3%	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	15.5%	15.4%	15.6%	15.5%
Highest interest willing to pay to make purchases																
Median	11.8%	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	10.8%	10.5%	11.7%	10.2%
Difference between interest rate charged and willing to pay																
Median	4.6%	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.2%	4.2%	4.1%	4.3%

The questions asked were: June 1980: "The government has recently imposed some controls on the use of credit. Are you (and your family living there) putting off any kinds of purchases because of the new credit controls?" and "What purchases are being delayed?"

October 1981 to September 1982: "Have interest rates caused you to postpone making any purchases during the last months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

TABLE C

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS OR CREDIT FOR MAJOR PURCHASES

(Percentage distribution of families with savings or credit)

	a) Use of Savings								
	Feb. 1977	Feb. 1978	Feb. 1979	Feb. 1980	Jan. 1981	Feb. 1981	Jan. 1982	Feb. 1982	Jan. 1983
OK to use savings; not especially reluctant	37%	32%	32%	38%	28%	26%	25%	26%	25%
Pro-con	3	3	3	1	3	3	1	2	*
Not OK to use savings; especially reluctant	56	62	63	54	68	69	73	70	69
DK, NA	4	3	2	7	1	2	1	2	6
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%
Cases	1097	1135	1228	901	698	637	691	635	629

	b) Use of Credit								
	Feb. 1977	Feb. 1978	Feb. 1979	Feb. 1980	Jan. 1981	Feb. 1981	Jan. 1982	Feb. 1982	Jan. 1983
OK to use credit; not especially reluctant	22%	20%	16%	19%	13%	12%	12%	14%	18%
Pro-con	2	2	1	1	*	1	*	1	*
Not OK to use credit; especially reluctant	71	77	82	80	86	85	87	83	77
DK, NA	5	1	1	*	1	2	1	2	5
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%
Cases	1203	1135	1228	901	698	668	704	700	682

---

[*] Less than 0.5 percent.

The questions were: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings, or is now a time when you would be especially reluctant to use some of your savings?" "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time when you would be especially reluctant to take on a new debt?"

CHART A

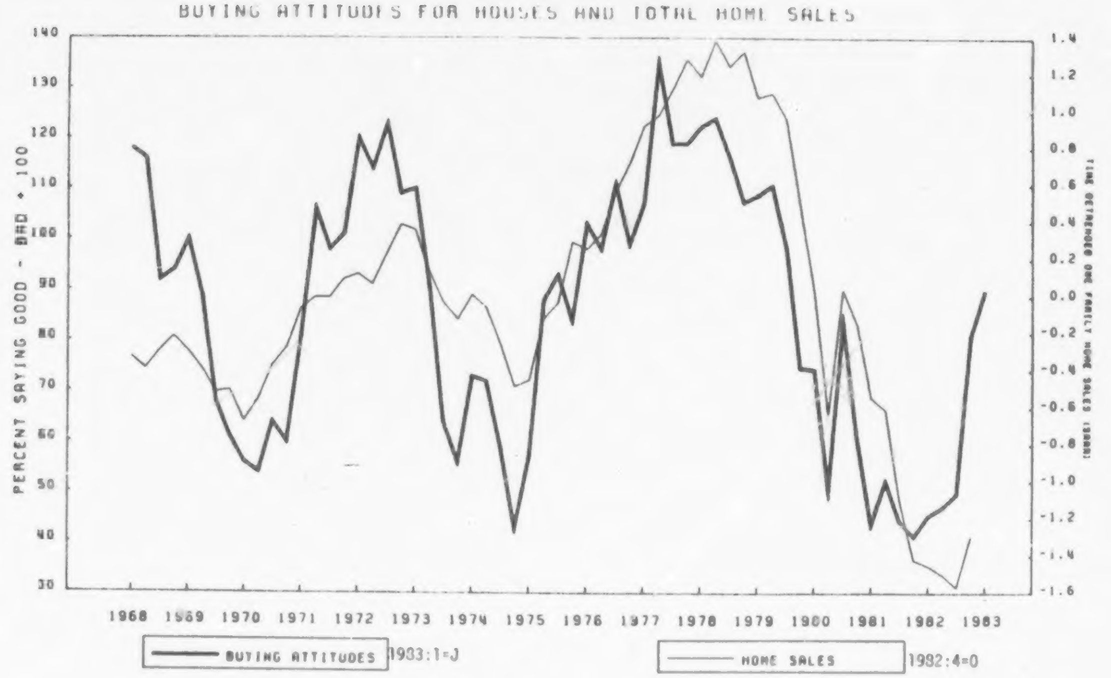
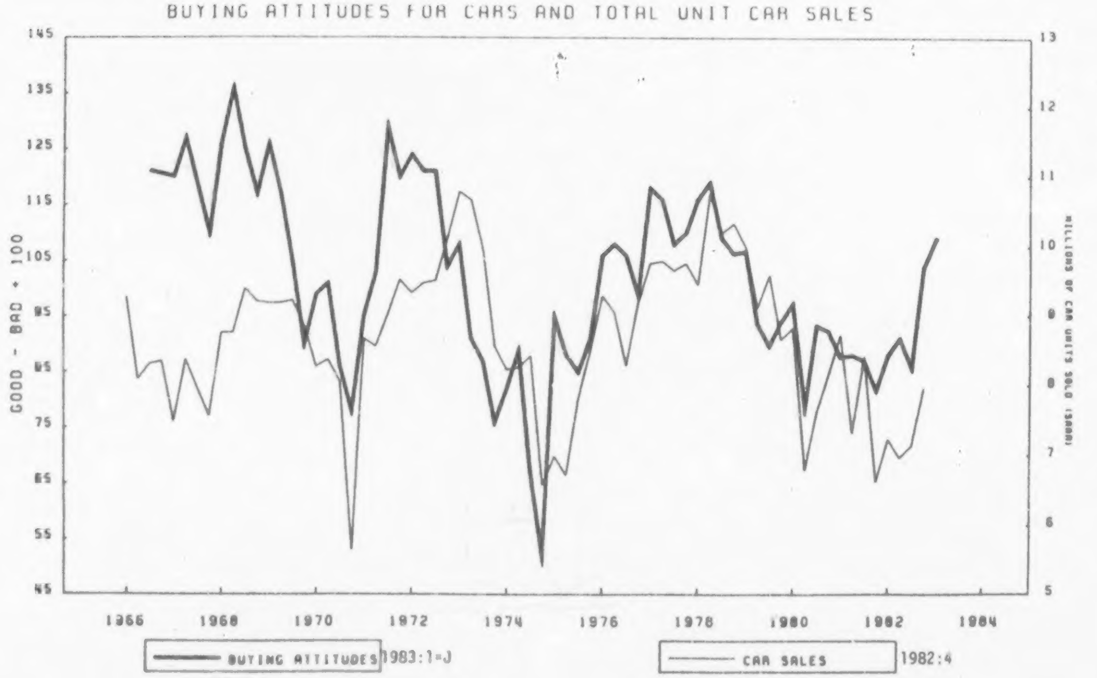


CHART B



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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

FEBRUARY 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

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TABLES AND CHARTS

FEBRUARY 1983

The February 1983 survey is the 173nd in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

ⓒ University of Michigan, 1983

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

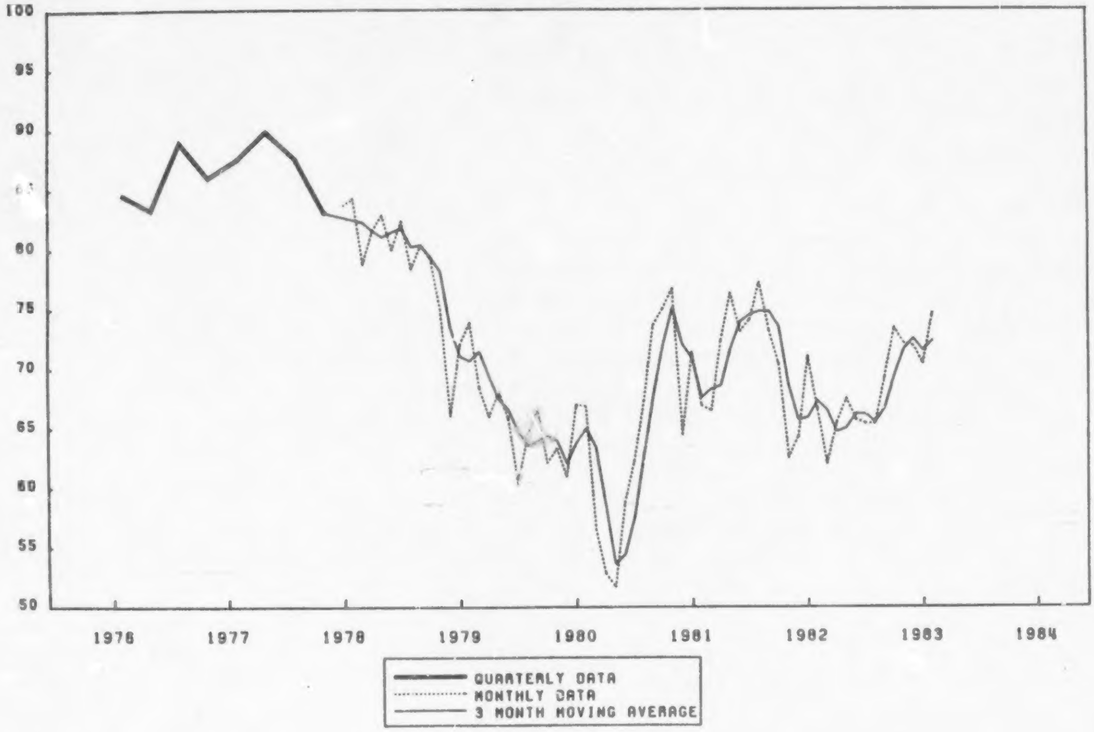


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

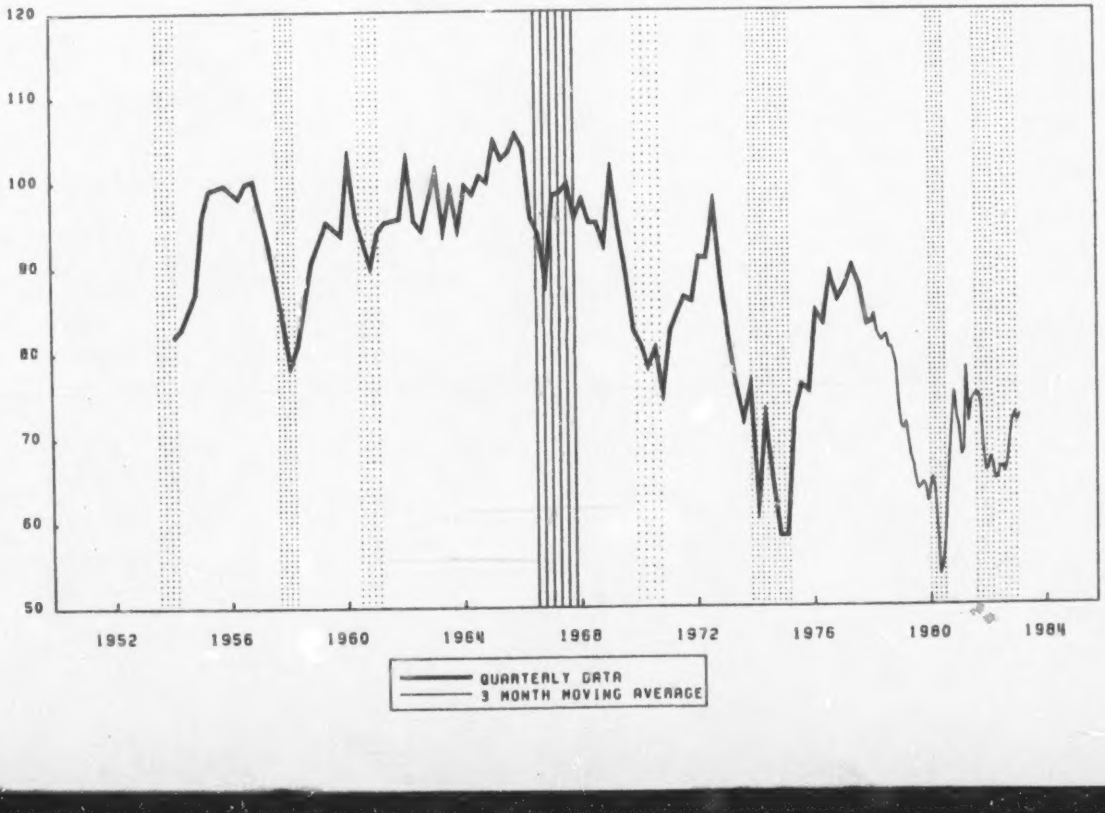


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
February 1980	66.9	70.8	73.5
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8
February 1983	74.6	79.9	81.3

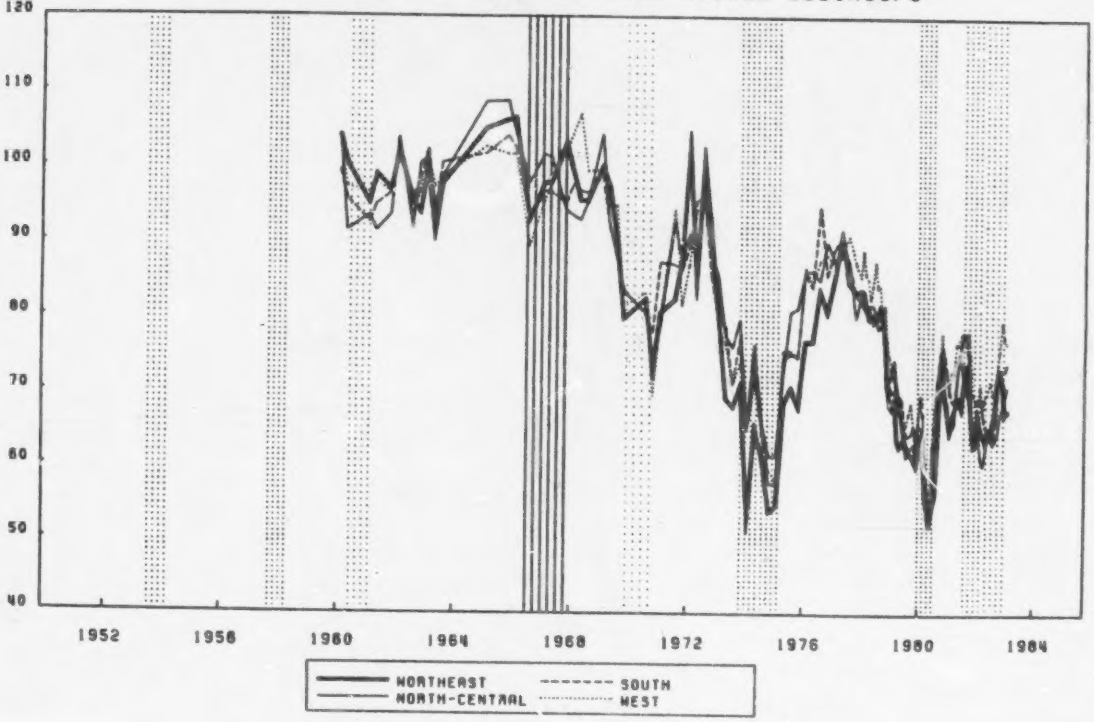


CHART 2A - HISTORICAL SERIES

INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

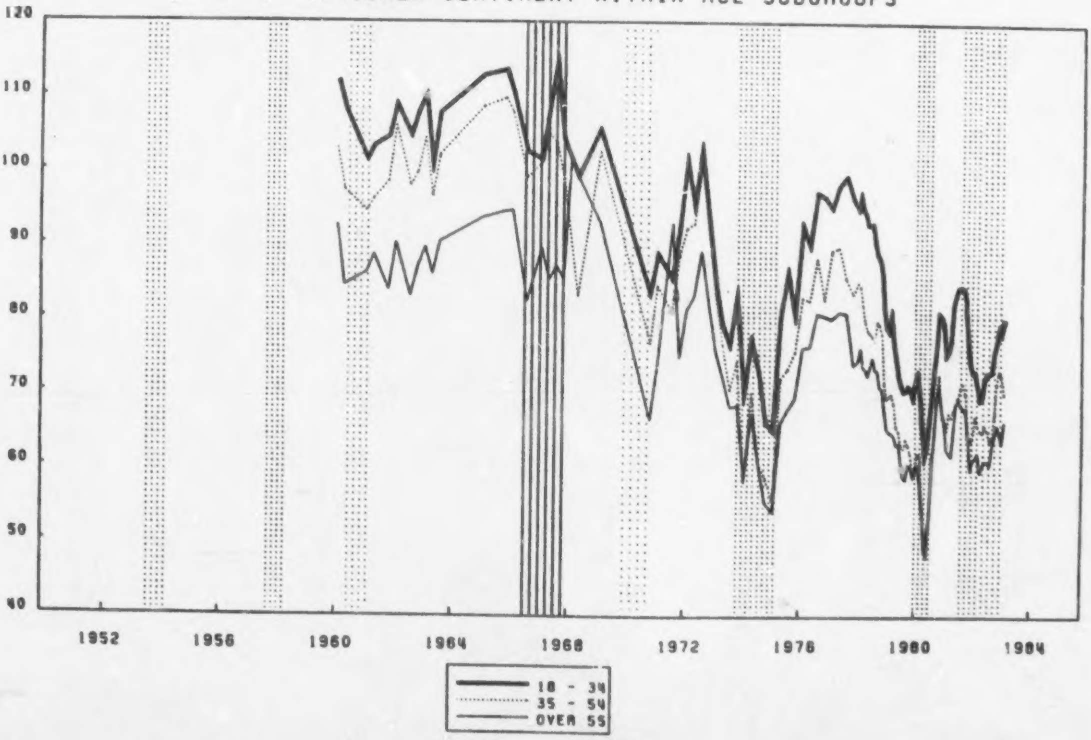


CHART 2B - HISTORICAL SERIES

INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY	CENSUS REGION				AGE OF RESPONDENT		
	North East	North Central	South	West	18-34	35-54	55+
February 1980	63.0	65.9	65.7	72.8	74.3	65.7	60.5
March 1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April 1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May 1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	73.7	63.8
December 1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January 1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February 1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

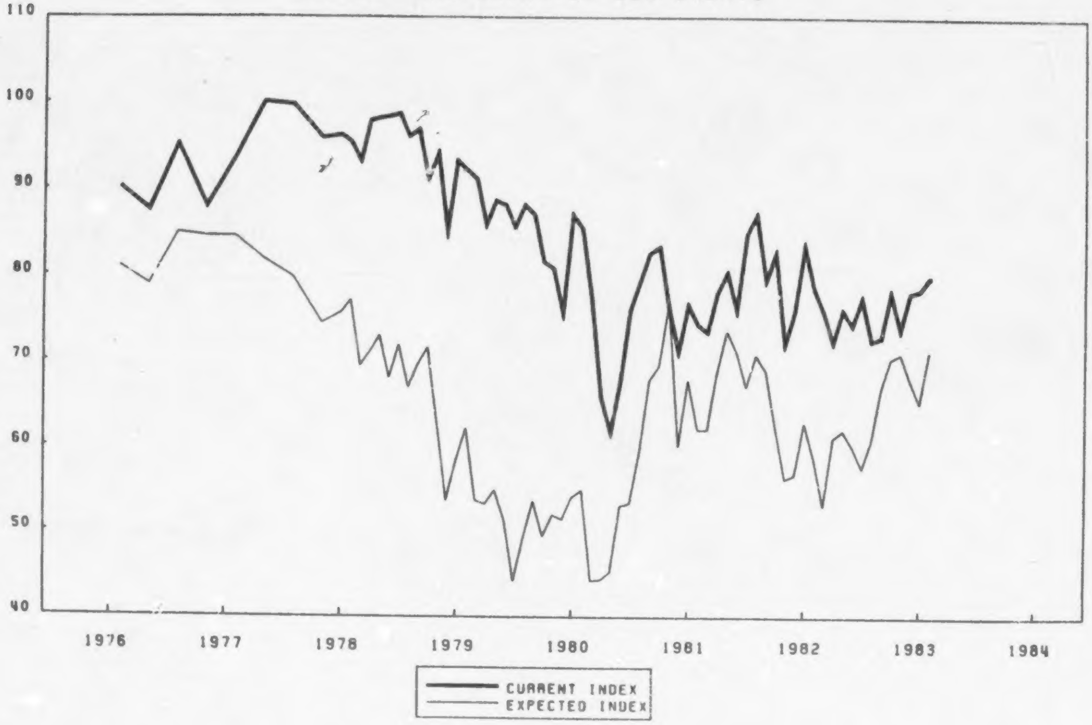


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

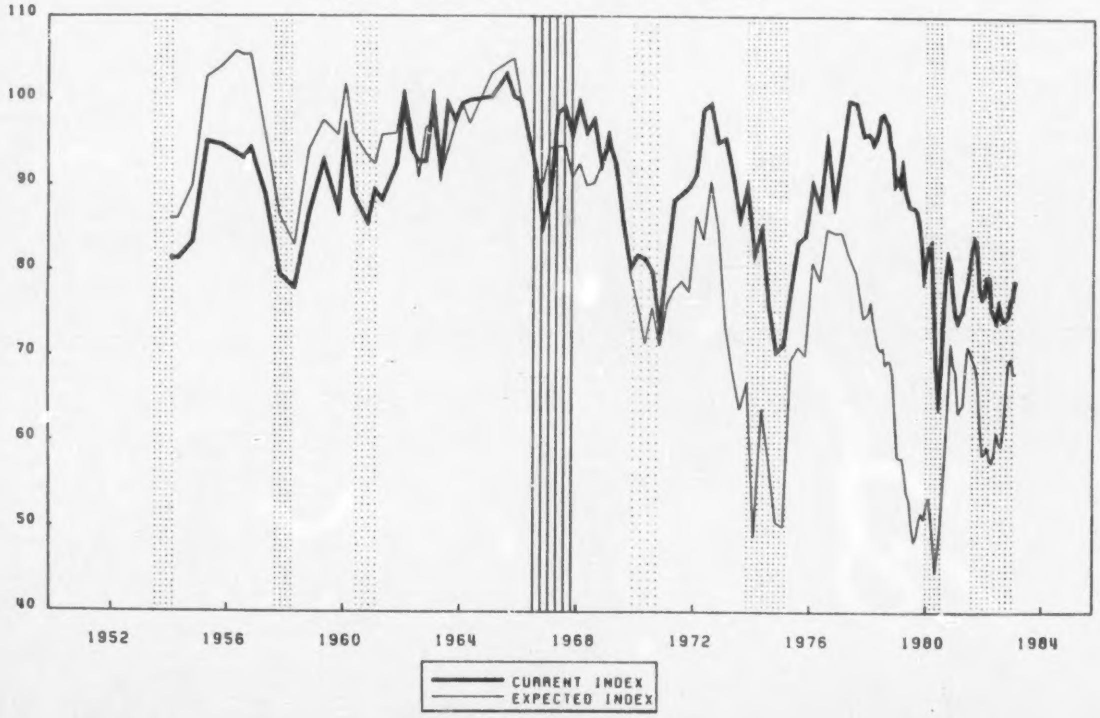


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
	Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
February 1980	85	99	55	60	134	85.5	54.9
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES"

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

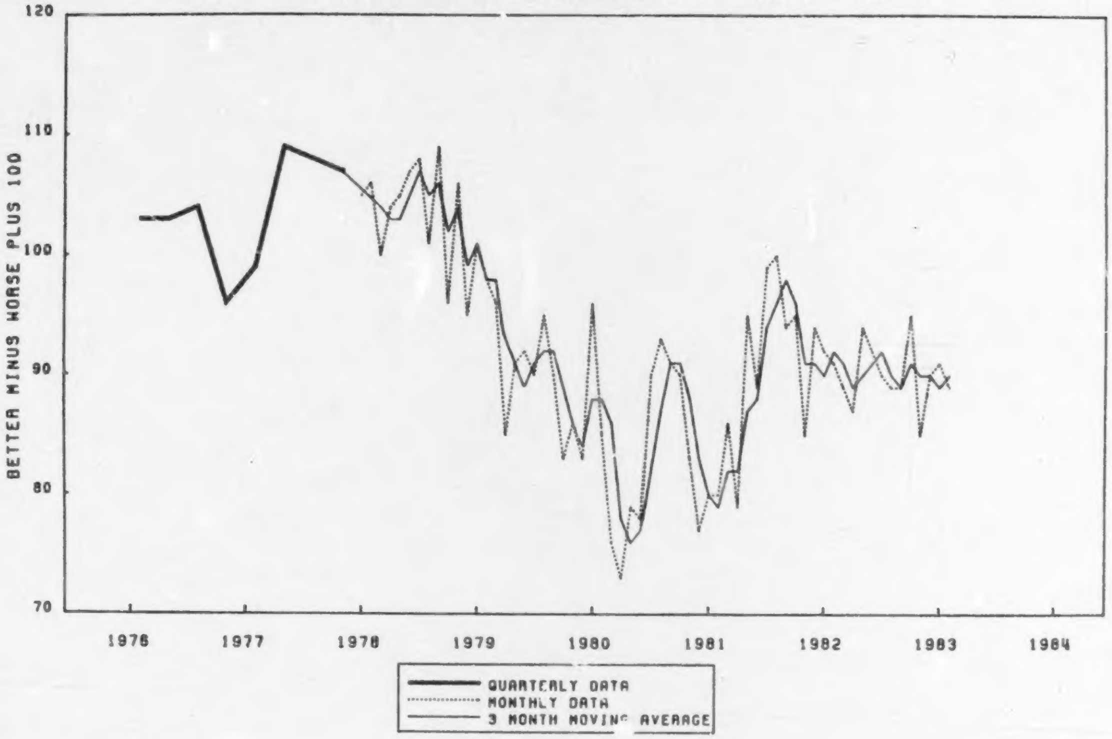


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

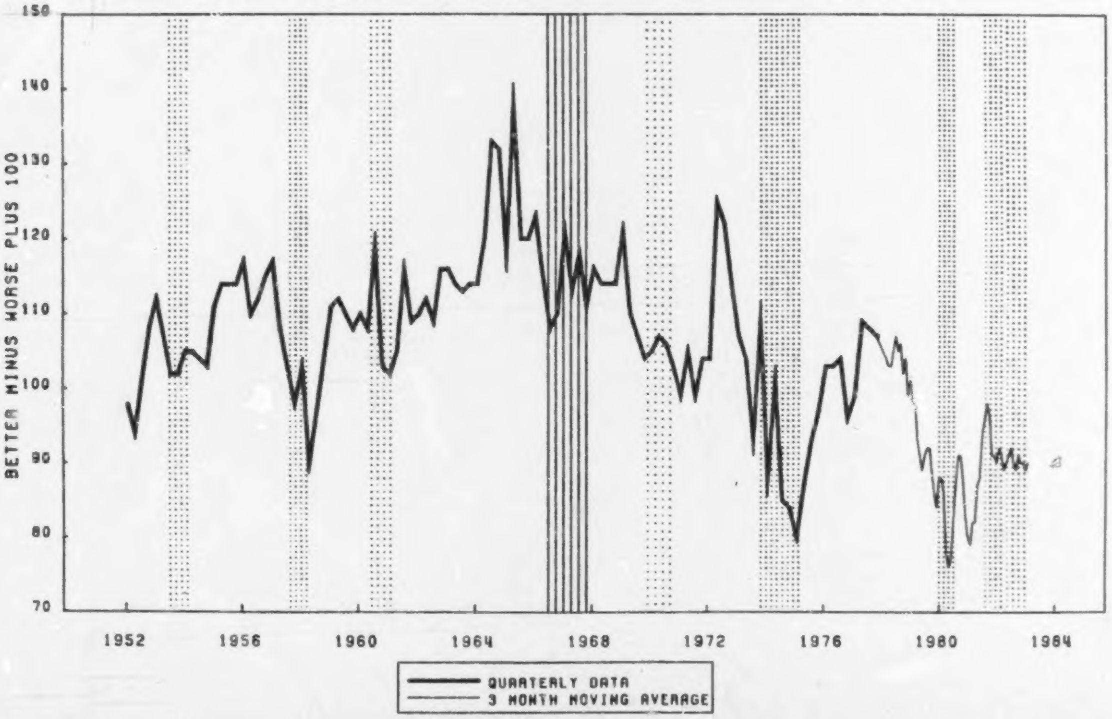


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
BETTER OFF	30%	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%	29%	30%
SAME	30	27	33	32	32	28	30	27	27	23	34	33	29
WORSE OFF	39	42	40	37	38	41	40	42	39	46	38	38	41
DK,NA	1	*	*	*	*	*	1	*	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

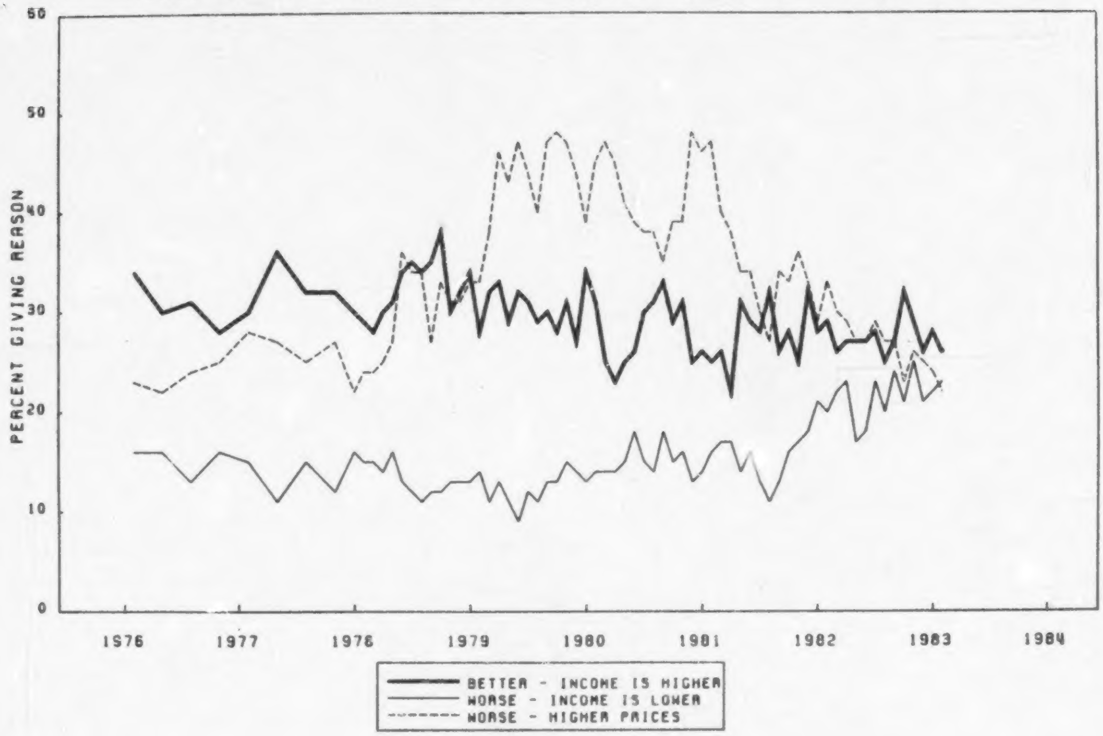


CHART 5 - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

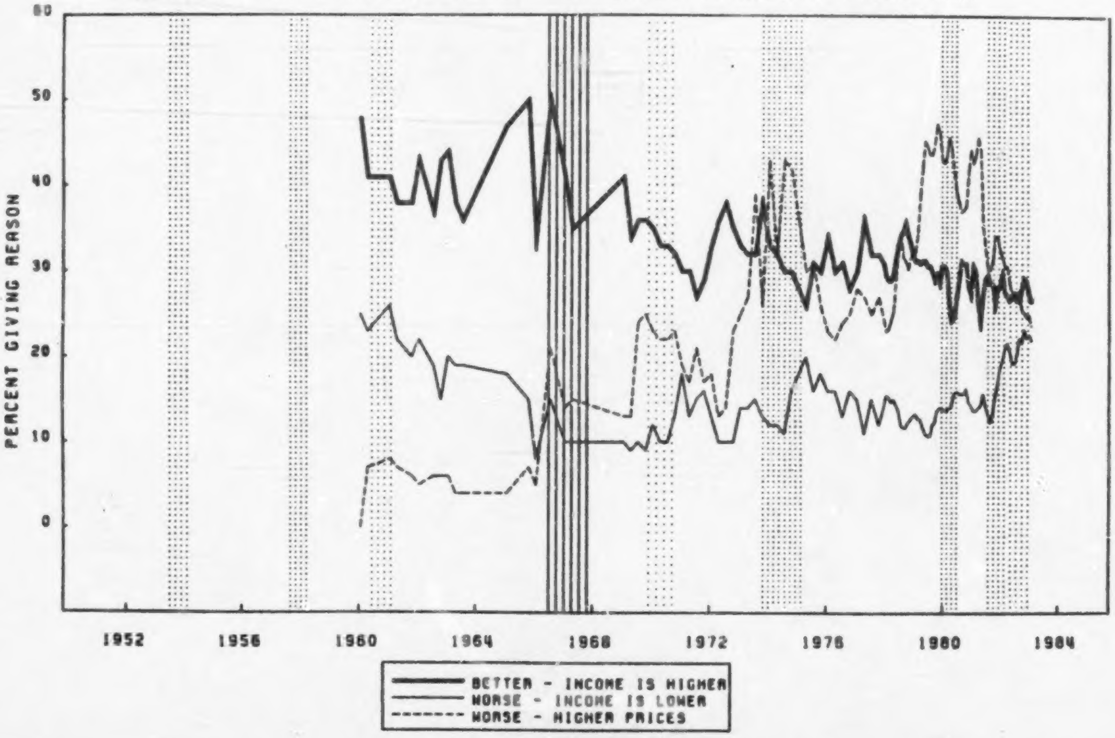


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	29%	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%	28%	26%
WORSE OFF THAN YEAR AGO:													
Income is lower	20	22	23	17	18	23	20	24	21	25	21	22	23
Higher prices	33	30	29	27	27	29	27	27	23	26	25	24	22

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

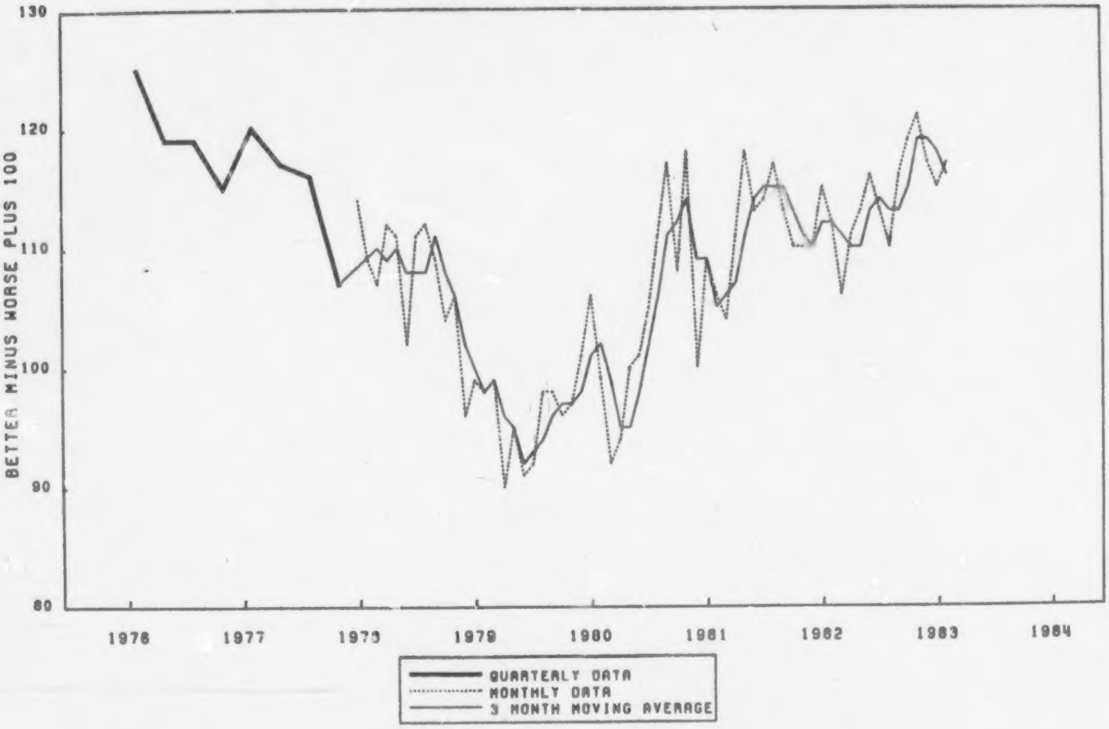


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

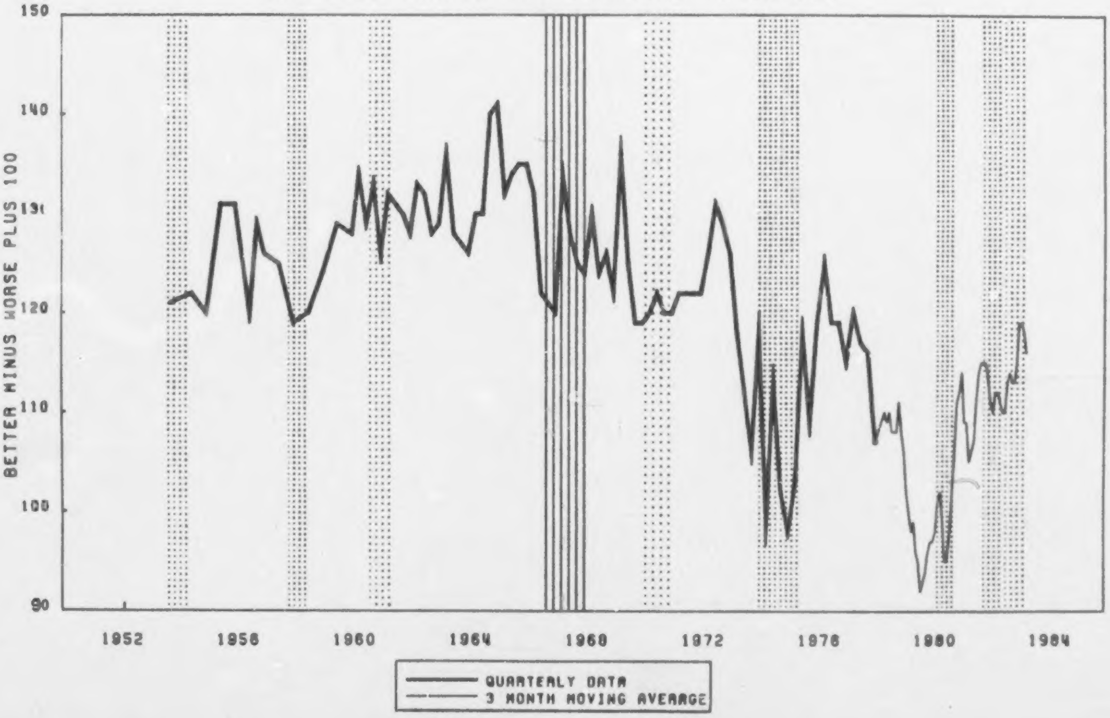


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
BETTER OFF	30%	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%	34%	33%
SAME	47	48	45	49	45	49	46	48	45	43	46	44	47
WORSE OFF	18	21	20	17	18	17	20	17	16	16	17	19	16
DK,NA	5	4	4	4	3	4	4	2	4	4	3	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

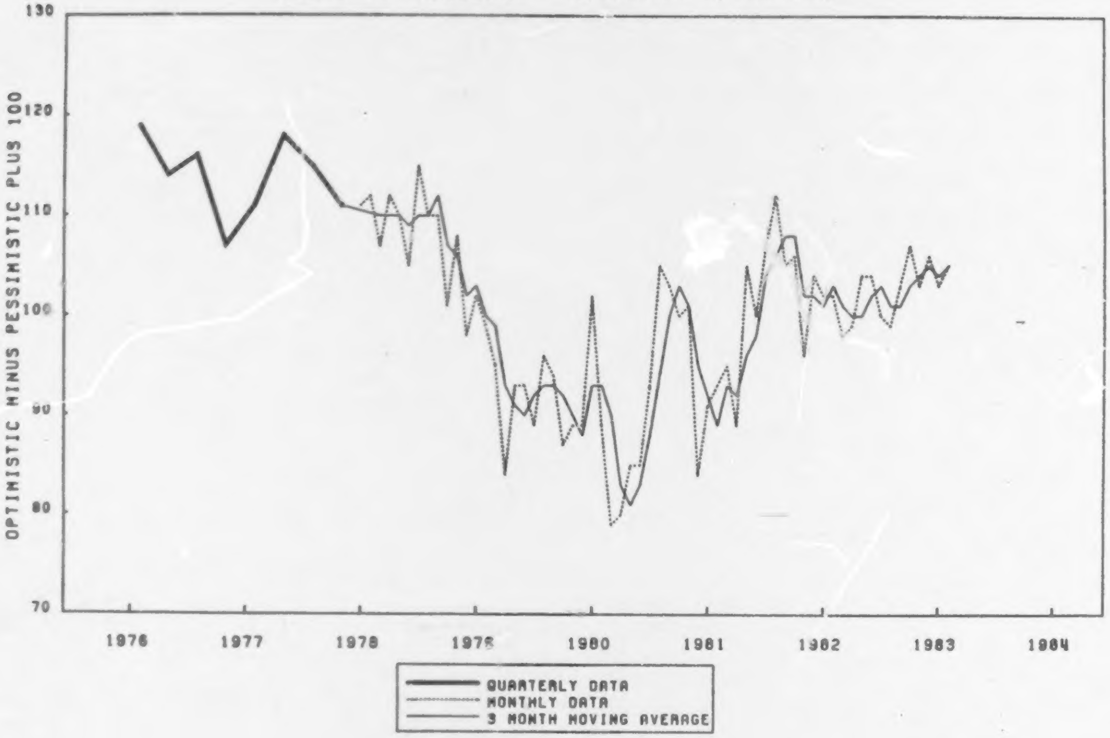


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

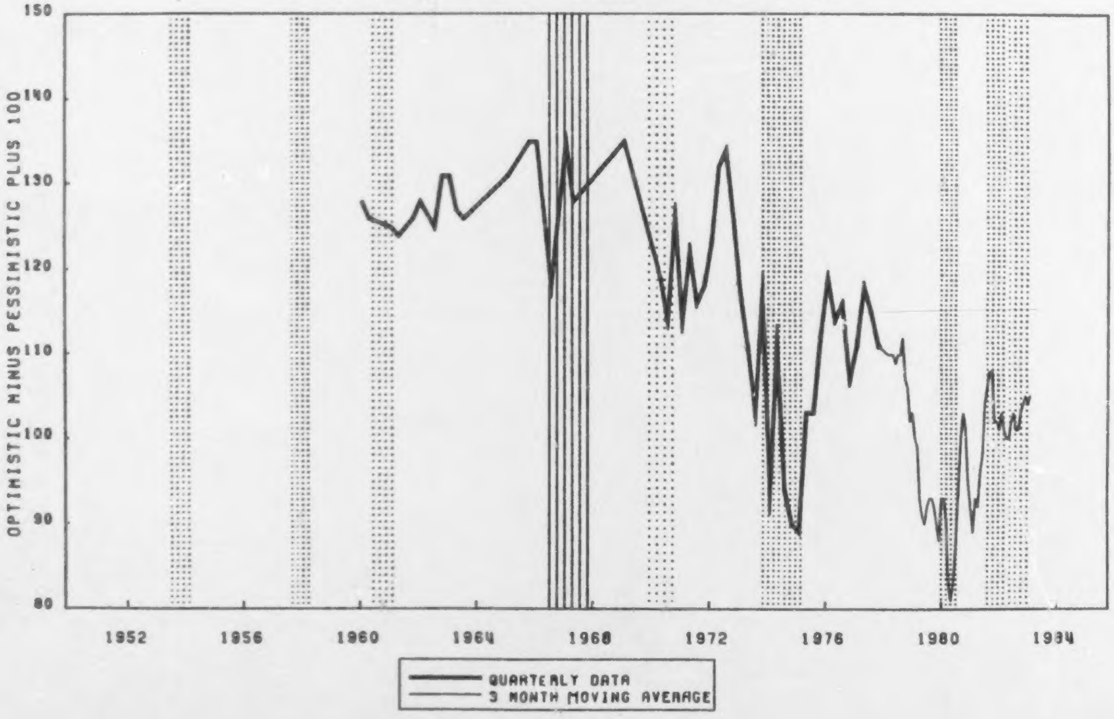


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%	15%	13%
Intermittent increase (b)	19	22	20	23	22	19	18	21	20	19	22	20	22
Remain unchanged (c)	18	14	17	17	16	17	18	16	14	12	18	16	16
Intermittent decline (d)	20	22	21	22	23	23	21	22	21	22	18	21	20
Continuous decline (e)	12	13	12	11	9	11	13	11	10	10	12	11	10
Mixed change (f)	11	14	14	9	13	11	11	12	12	18	13	13	14
DK,NA	5	4	4	4	3	4	4	3	5	3	3	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

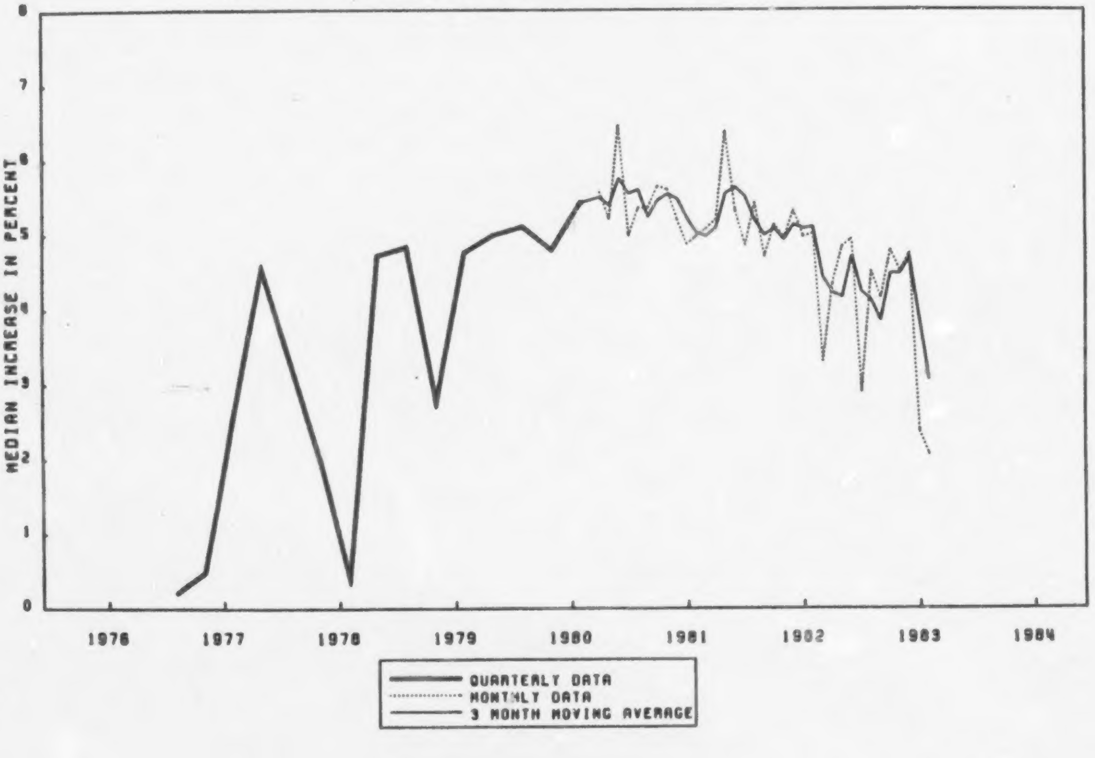


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
EXPECT INCREASE:													
1-4%	5%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%	11%	7%
5%	9	8	10	9	11	8	7	9	9	9	10	9	9
6-9%	12	9	8	11	13	10	12	9	11	7	9	8	8
10-24%	22	19	19	20	20	17	18	21	18	19	22	13	16
25% or more	6	7	7	8	7	6	7	7	8	9	7	7	8
DK how much up	6	6	6	7	4	6	6	4	7	6	4	6	4
EXPECT SAME	25	25	24	24	21	27	24	30	23	27	24	28	30
EXPECT DOWN	13	18	18	15	17	16	15	13	14	14	17	17	16
DK,NA	2	3	1	1	1	1	3	1	3	3	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

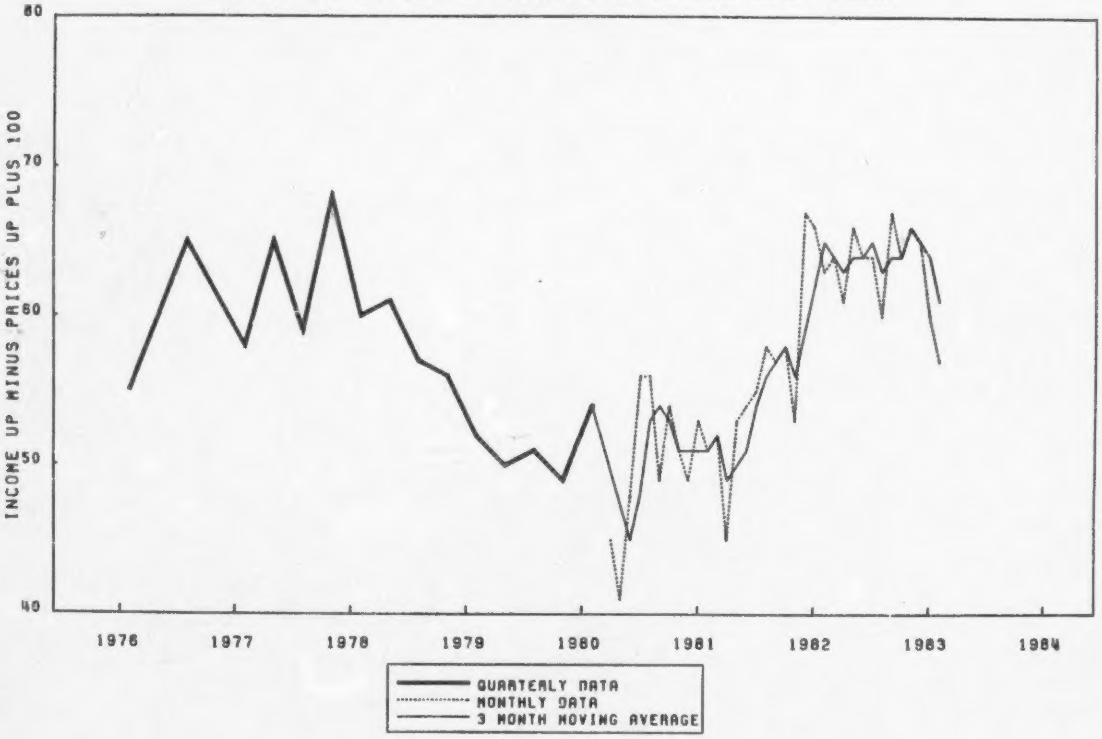


CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
INCOME UP MORE	16%	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%	14%	14%
INCOME UP SAME	30	31	32	29	31	29	30	32	27	33	35	30	27
PRICES UP MORE	53	52	53	52	52	53	54	50	54	50	49	54	57
DK,NA	1	1	1	1	1	1	2	1	1	1	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

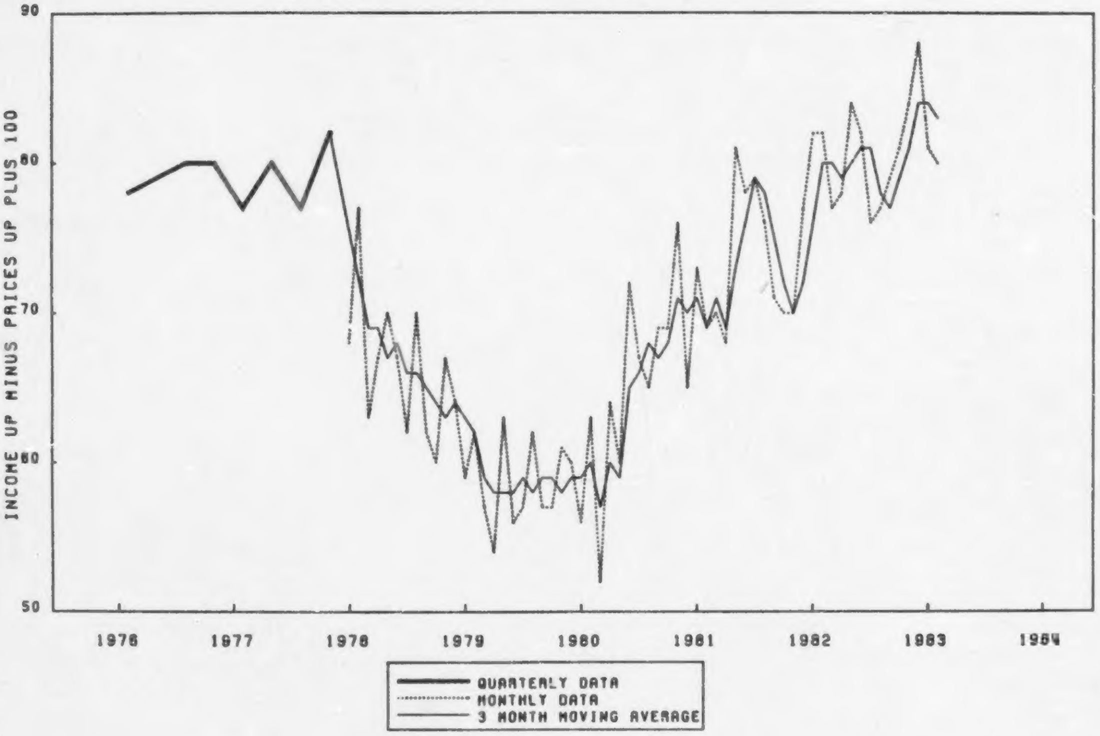


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
INCOME UP MORE	20%	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%	19%	16%
INCOME UP SAME	40	41	42	43	43	41	40	37	42	42	44	40	44
PRICES UP MORE	38	39	39	35	36	40	40	41	37	35	33	38	36
DK,NA	2	4	2	3	3	3	3	2	3	4	2	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

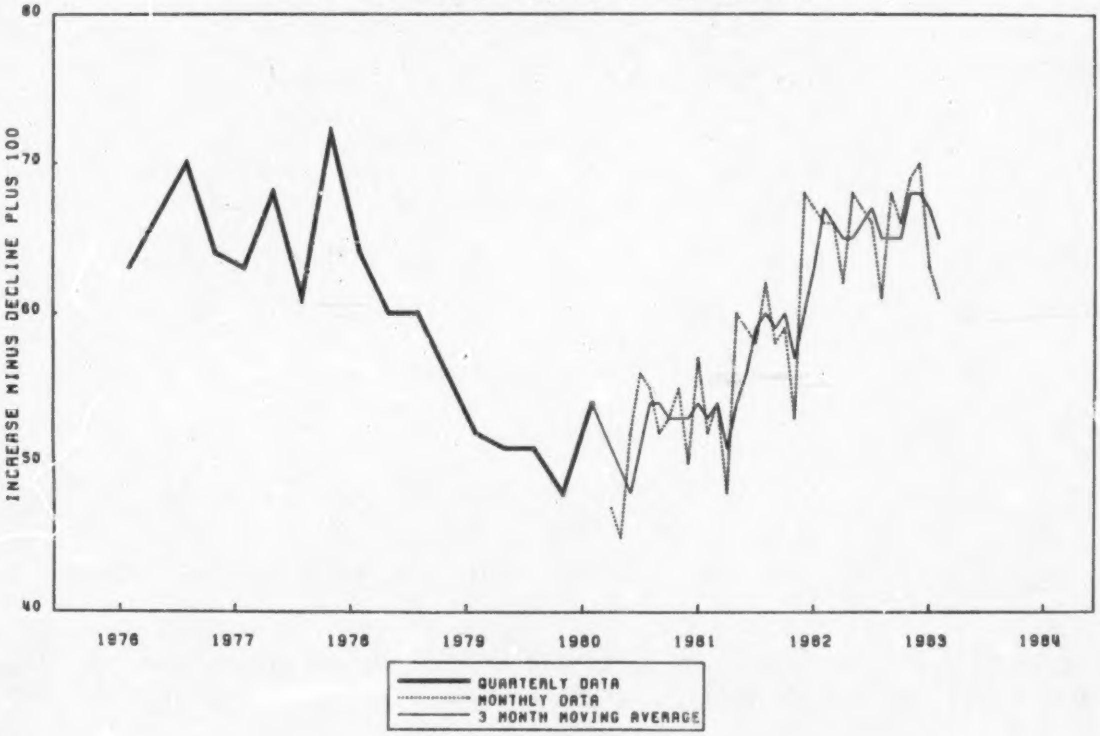


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	9%	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%	8%	8%
Intermittent increase (b)	9	10	9	8	11	11	8	12	10	10	11	9	8
Remain unchanged (c)	20	20	19	20	19	19	19	18	17	19	21	18	17
Intermittent decline (d)	22	21	25	24	24	21	23	21	23	25	25	24	27
Continuous decline (e)	30	30	30	26	28	32	32	32	30	25	24	30	28
Mixed change (f)	8	8	6	9	7	5	6	5	8	7	7	7	7
DK,NA	2	4	3	3	3	4	4	3	3	5	4	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

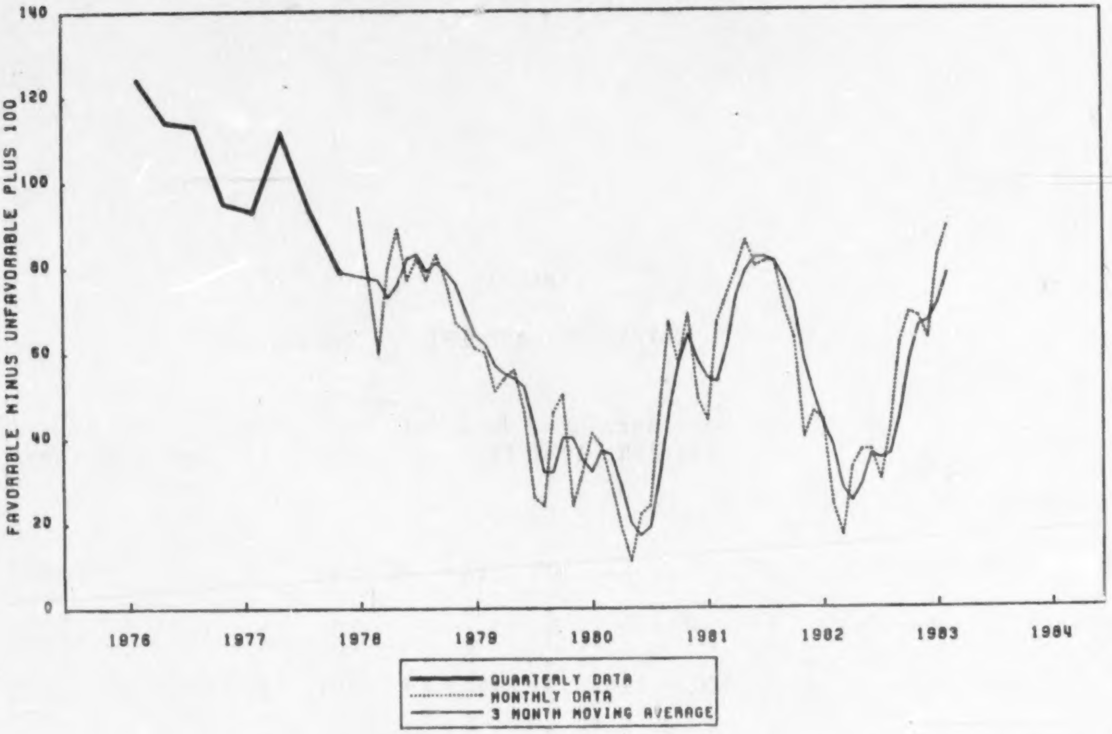


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

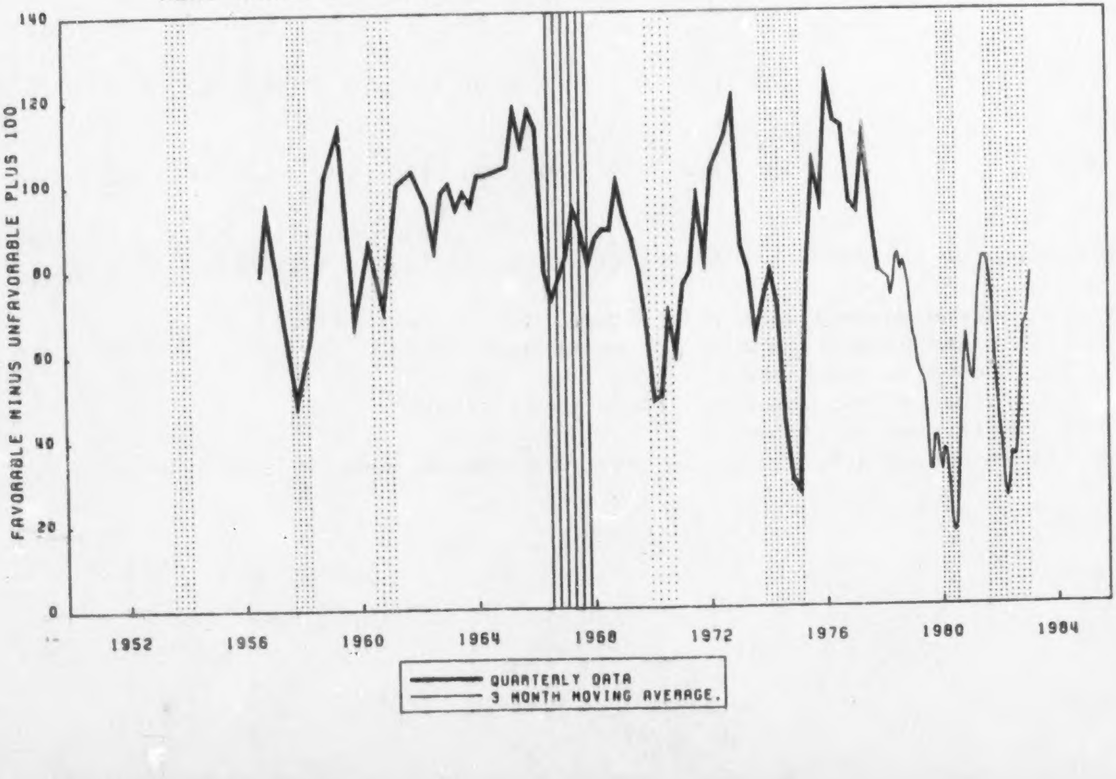


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
FAVORABLE NEWS	20%	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%	47%	49%
UNFAVORABLE NEWS	96	101	90	86	87	90	86	78	70	72	76	65	60
NO MENTIONS	29	26	29	31	31	31	26	26	29	29	27	28	32

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

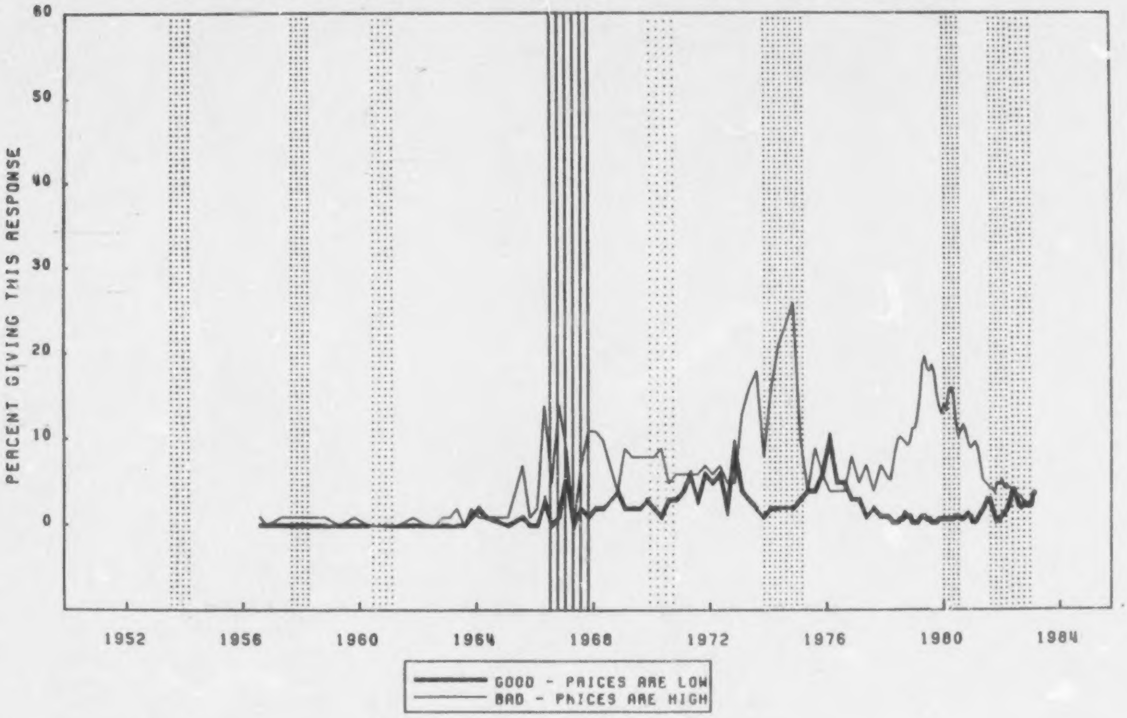


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

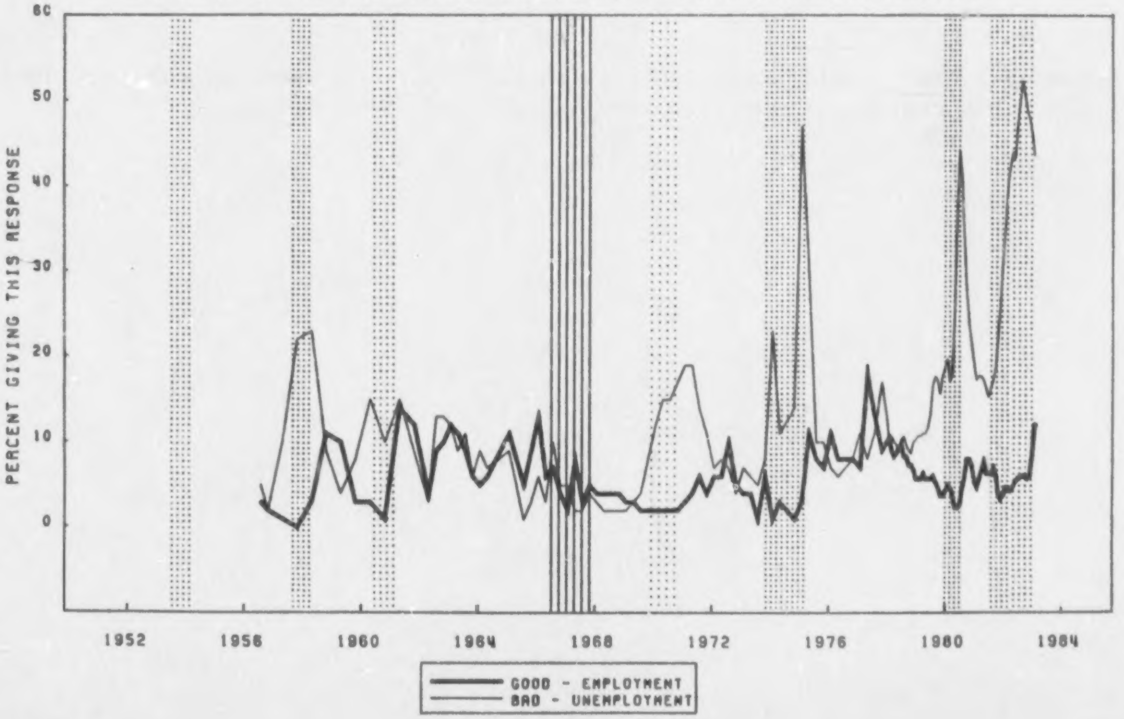


TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
FAVORABLE NEWS:													
Government; elections	3%	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%	3%	2%
Employment	5	4	4	6	6	5	7	6	5	6	7	12	17
Consumer demand high	*	*	2	2	3	2	3	1	2	2	3	4	6
Prices are low	1	2	4	5	3	2	2	2	3	2	2	3	6
Credit is easy	5	3	5	3	2	3	9	17	17	18	15	15	9
UNFAVORABLE NEWS:													
Government; elections	6	7	5	4	4	4	4	4	3	2	3	3	4
Unemployment	40	46	41	45	44	52	53	52	48	47	49	43	39
Consumer demand low	14	12	11	8	9	8	6	5	5	7	8	5	3
Prices are high	4	5	4	4	4	3	3	4	1	3	2	3	3
Credit is tight	8	10	10	6	8	9	6	3	3	1	1	2	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

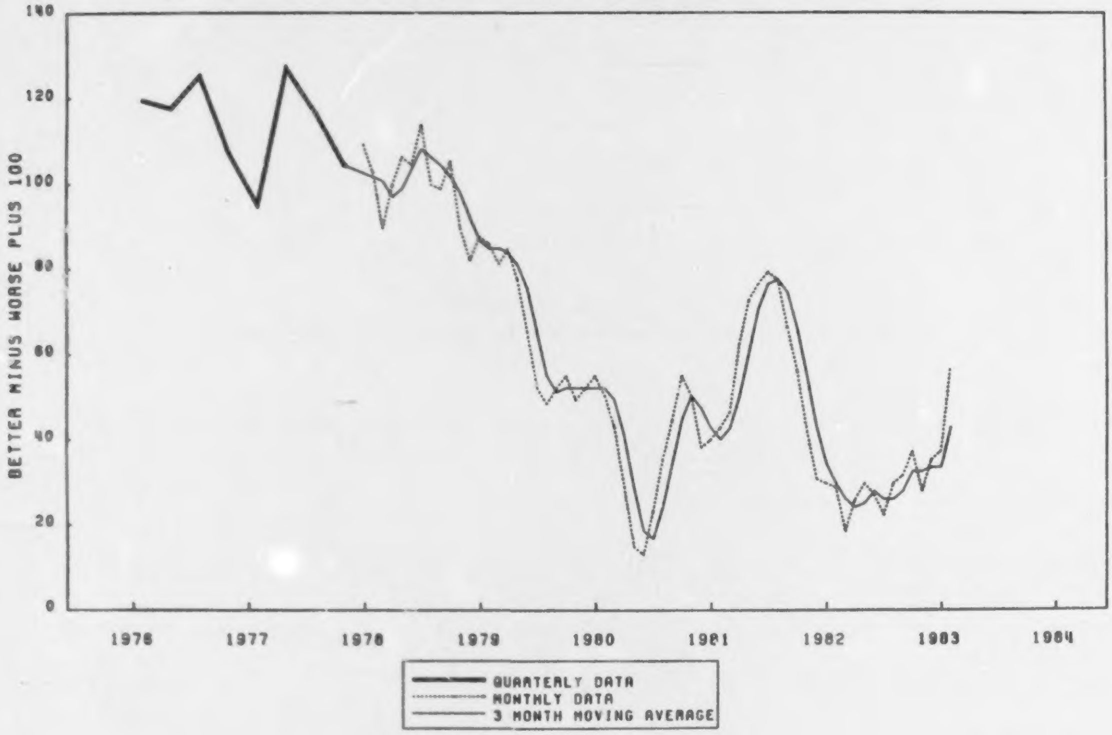


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

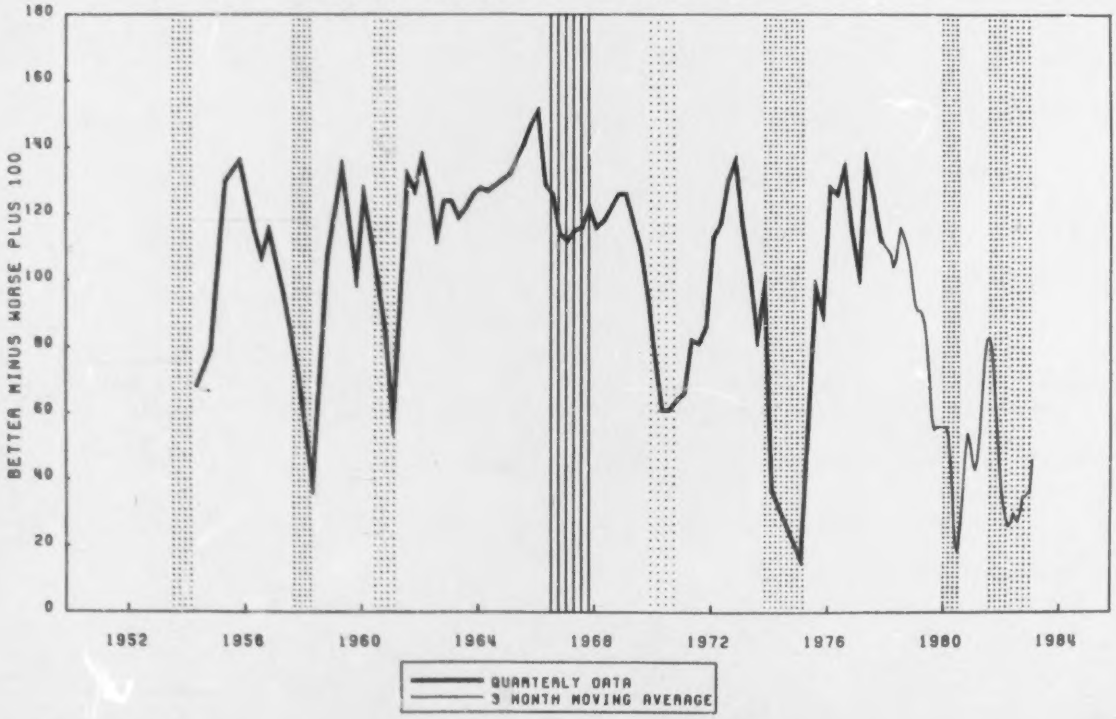


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
BETTER NOW	11%	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%	16%	26%
SAME	8	5	9	6	6	8	6	8	9	5	9	8	8
WORSE NOW	80	87	81	80	82	83	80	79	75	82	76	76	65
DK,NA	1	1	1	2	1	2	2	*	1	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

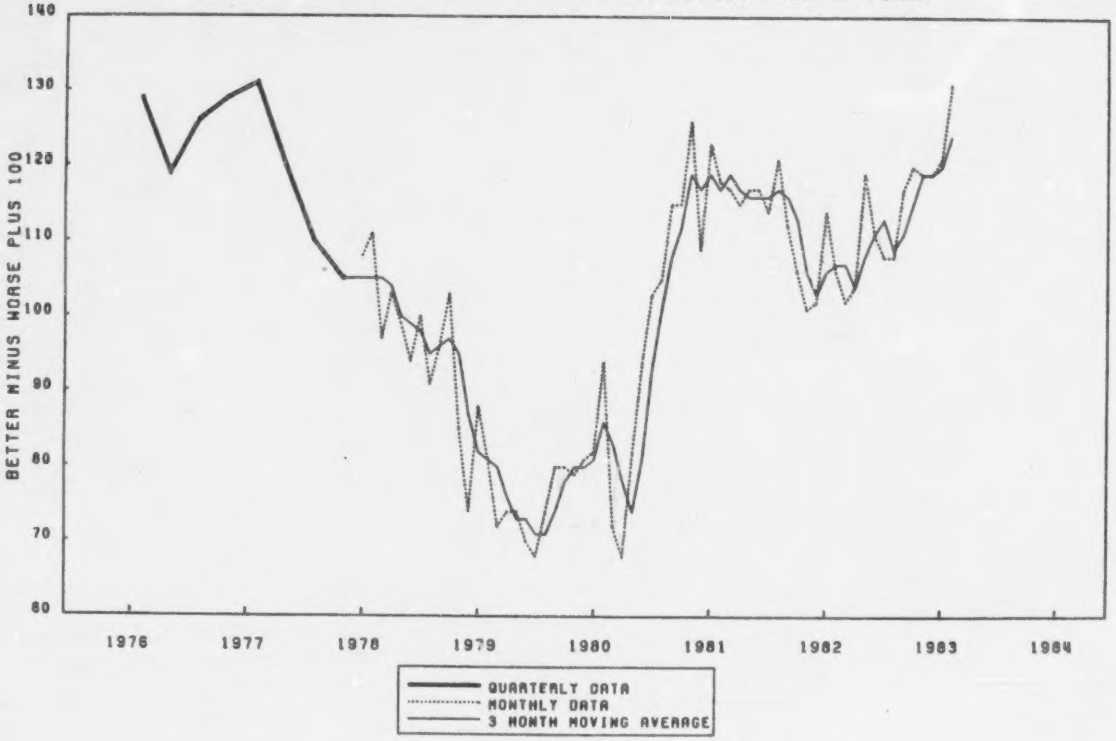


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

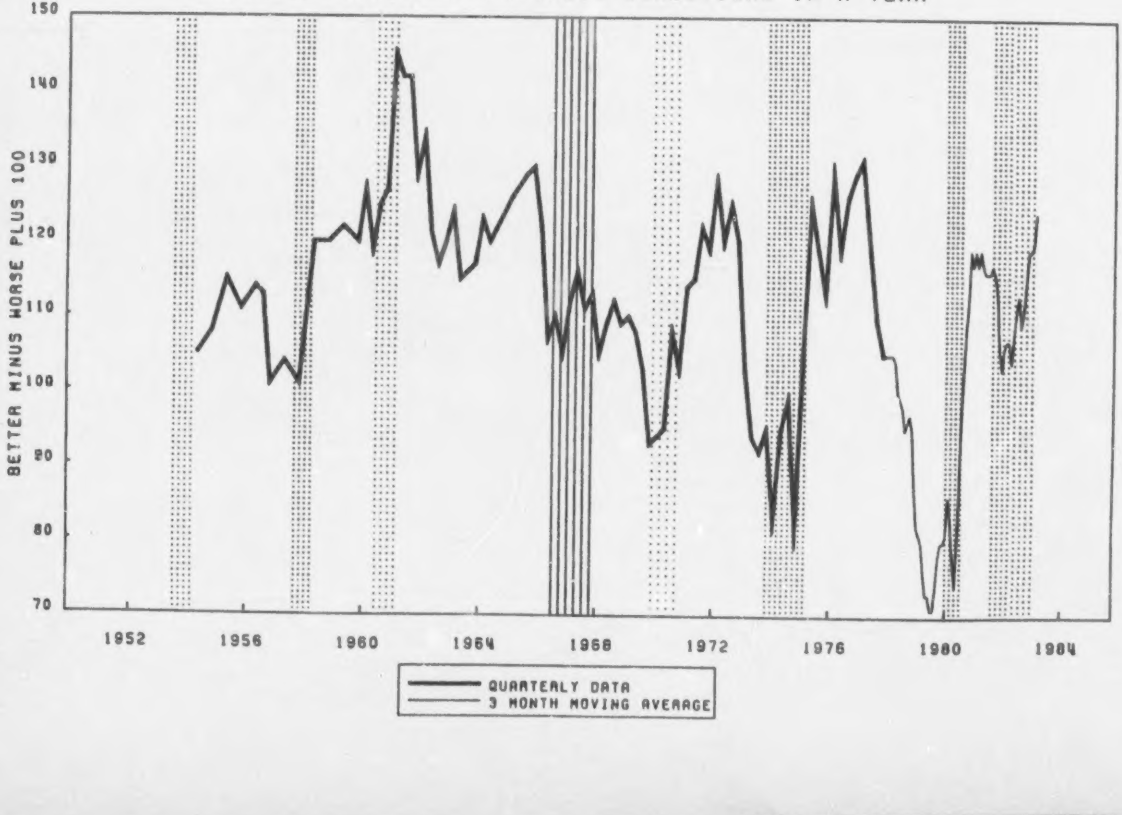


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
BETTER	34%	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%	38%	45%
SAME	36	42	38	39	34	41	43	43	36	41	41	43	40
WORSE	28	27	28	20	26	25	23	19	20	19	20	17	14
DK,NA	2	2	2	2	3	1	3	2	4	2	*	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

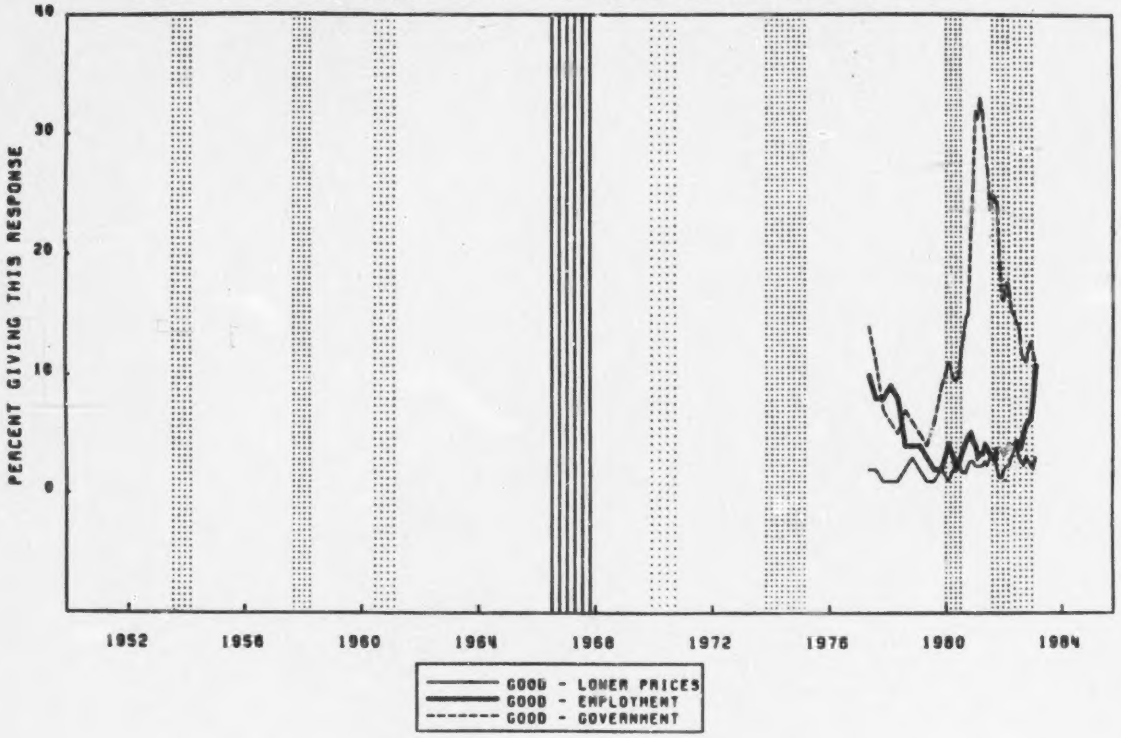


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

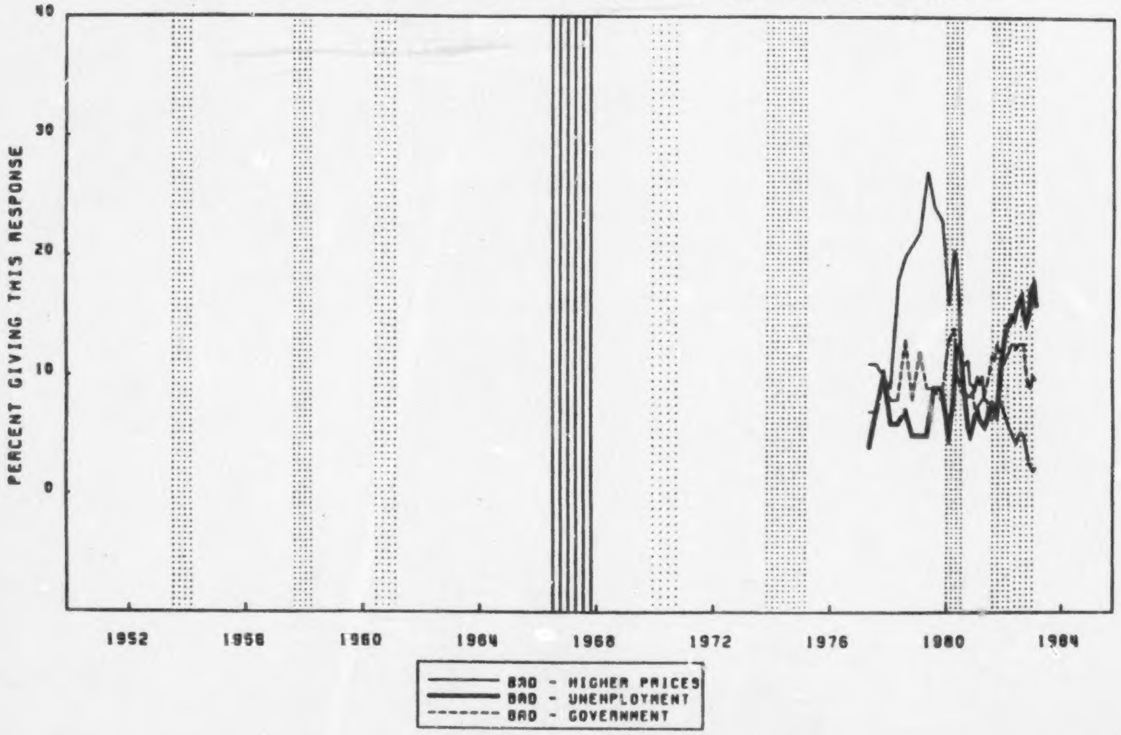


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
FAVORABLE REASONS:													
Government; elections	19%	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%	8%	11%
Employment	4	3	4	5	4	4	4	7	6	5	8	11	13
Higher consumer demand	2	3	3	4	6	3	3	3	4	4	6	5	7
Lower prices	2	2	5	4	3	2	2	3	4	1	2	3	4
Easier credit	5	7	7	10	9	5	8	13	15	12	12	12	12
UNFAVORABLE REASONS:													
Government; elections	12	13	13	12	12	14	12	12	8	8	11	11	7
Unemployment	16	15	14	15	18	16	16	13	14	18	20	15	13
Lower consumer demand	7	9	7	4	6	5	3	5	3	5	5	4	4
Higher prices	6	6	4	4	5	6	5	4	3	2	2	2	3
Tighter credit	7	7	5	6	10	9	6	7	3	3	2	2	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

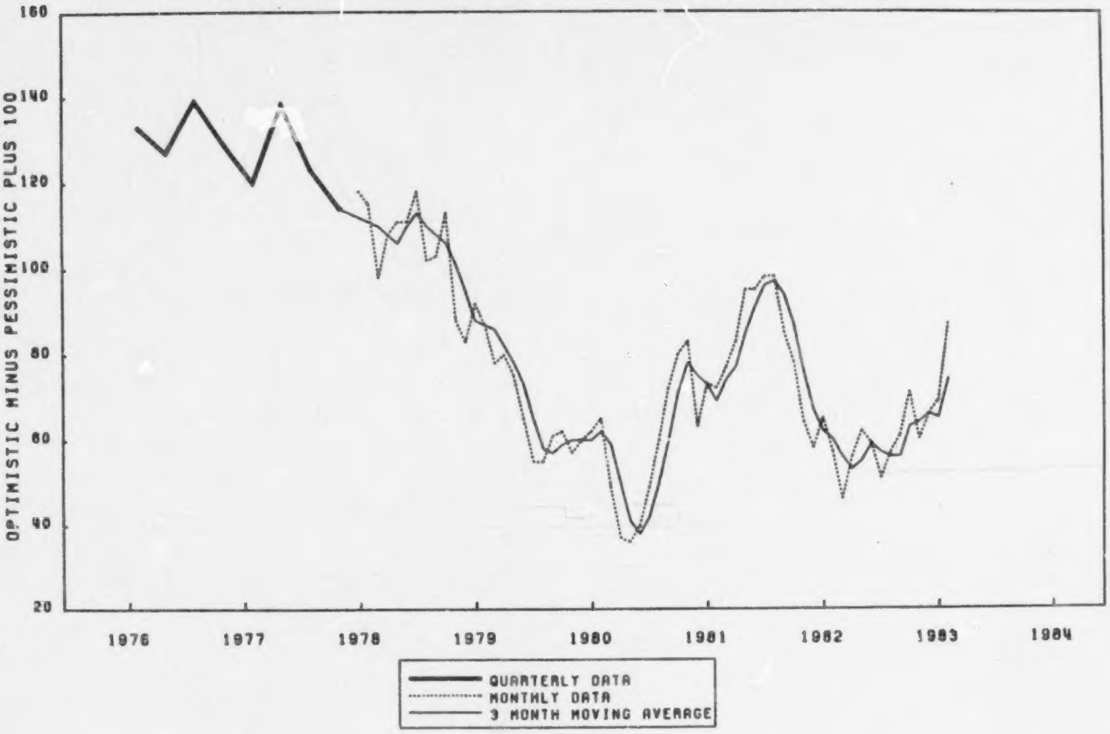


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

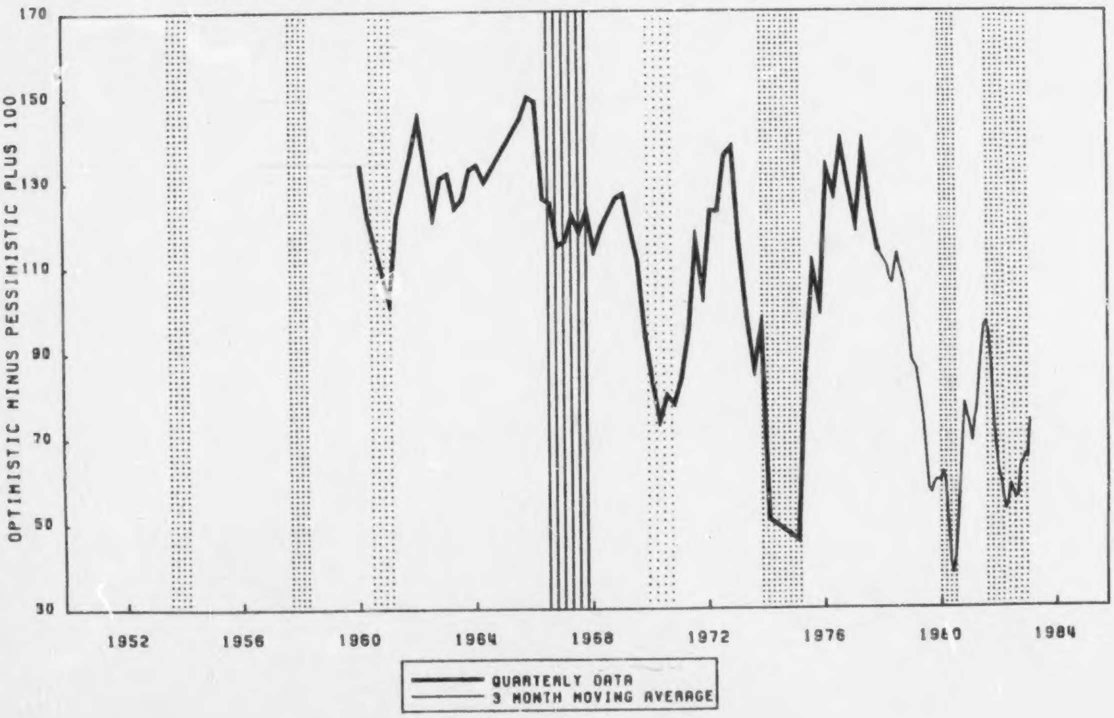


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
TREND:													
Continuous increase (a)	6%	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%	11%	18%
Intermittent increase (b)	6	5	7	6	6	5	7	6	9	7	9	9	11
Remain unchanged (c)	4	2	4	3	2	3	3	4	3	1	4	3	4
Intermittent decline (d)	30	37	30	33	29	36	35	36	29	37	33	35	29
Continuous decline (e)	25	26	26	19	24	23	22	17	19	18	18	16	13
Mixed change (f)	26	23	24	28	30	25	22	27	26	27	27	24	23
DK,NA	3	3	4	3	3	3	4	2	4	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

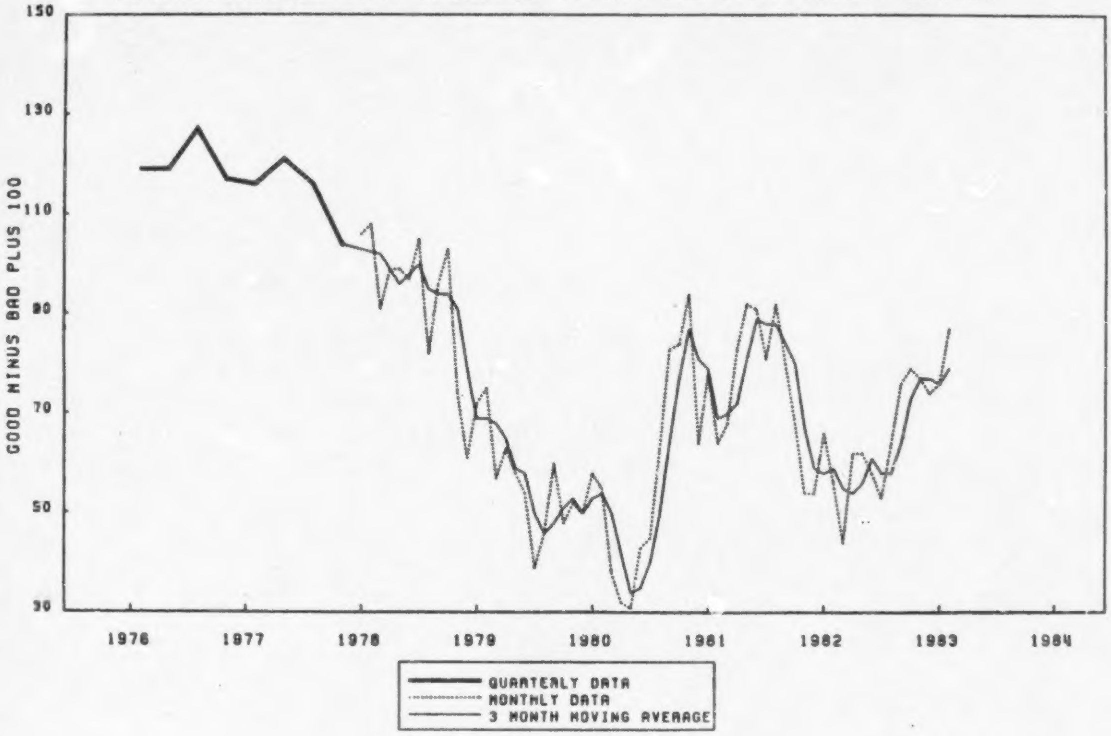


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

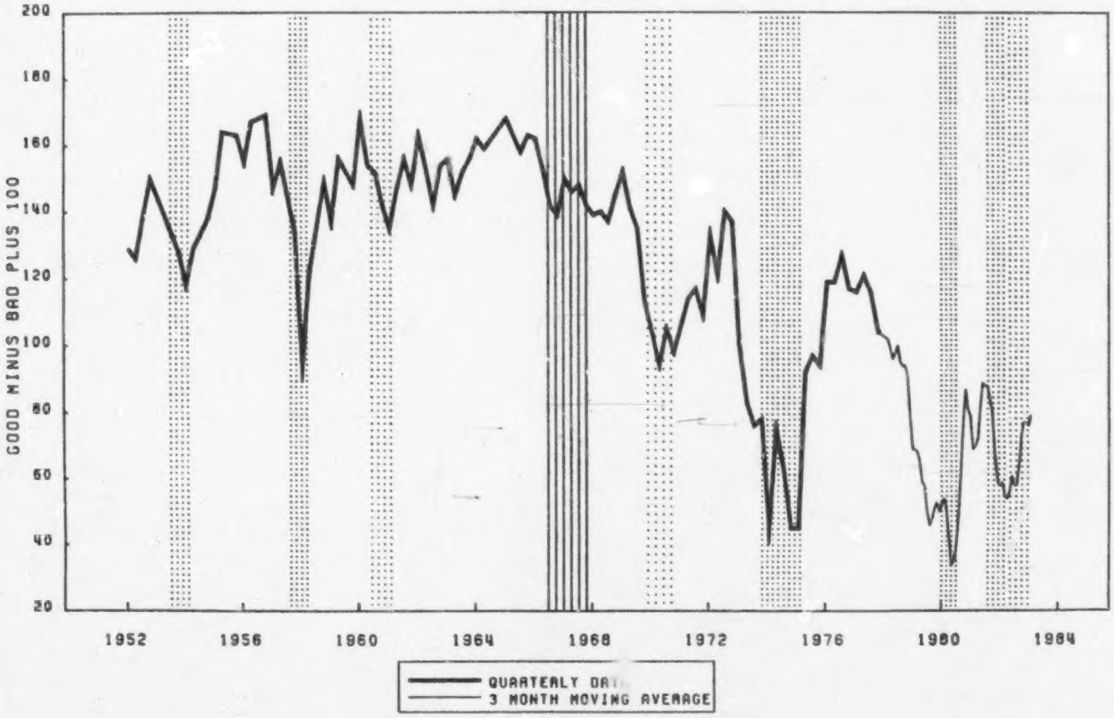


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIMES	23%	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%	34%	39%
UNCERTAIN; GOOD & BAD	2	2	1	1	1	2	5	4	3	4	2	1	1
BAD TIMES	67	73	66	65	67	70	62	57	56	56	58	58	52
DON'T KNOW	4	3	4	4	4	3	3	4	4	3	5	3	3
NOT ASCERTAINED	4	5	1	3	3	2	4	2	2	4	3	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

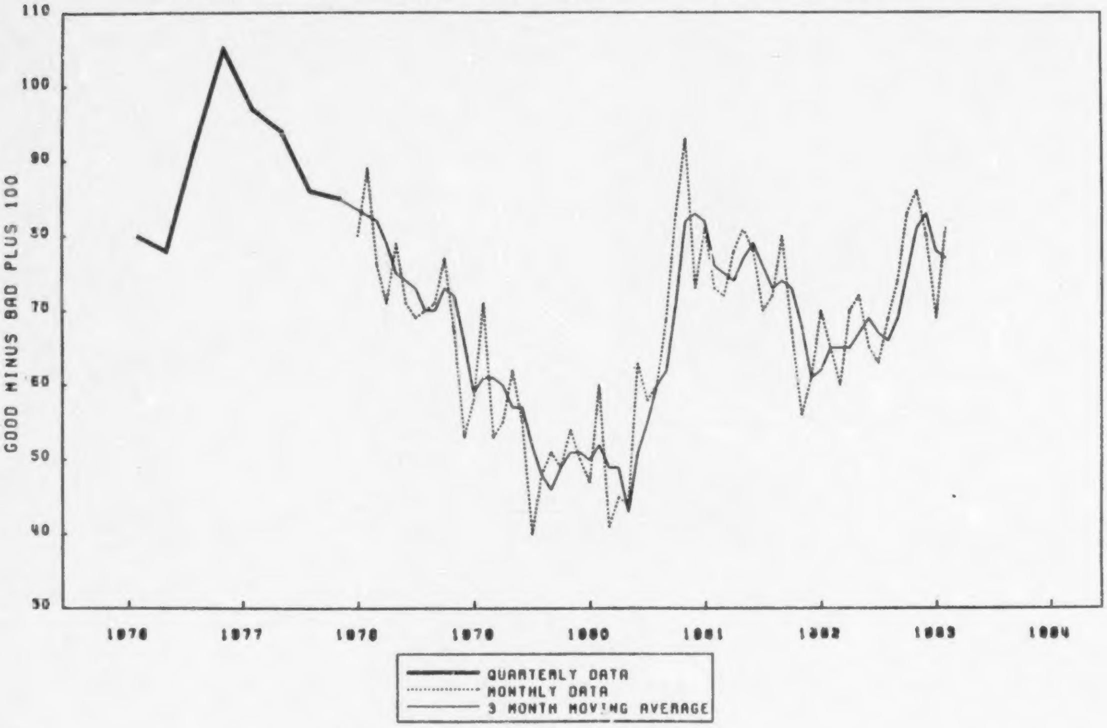


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

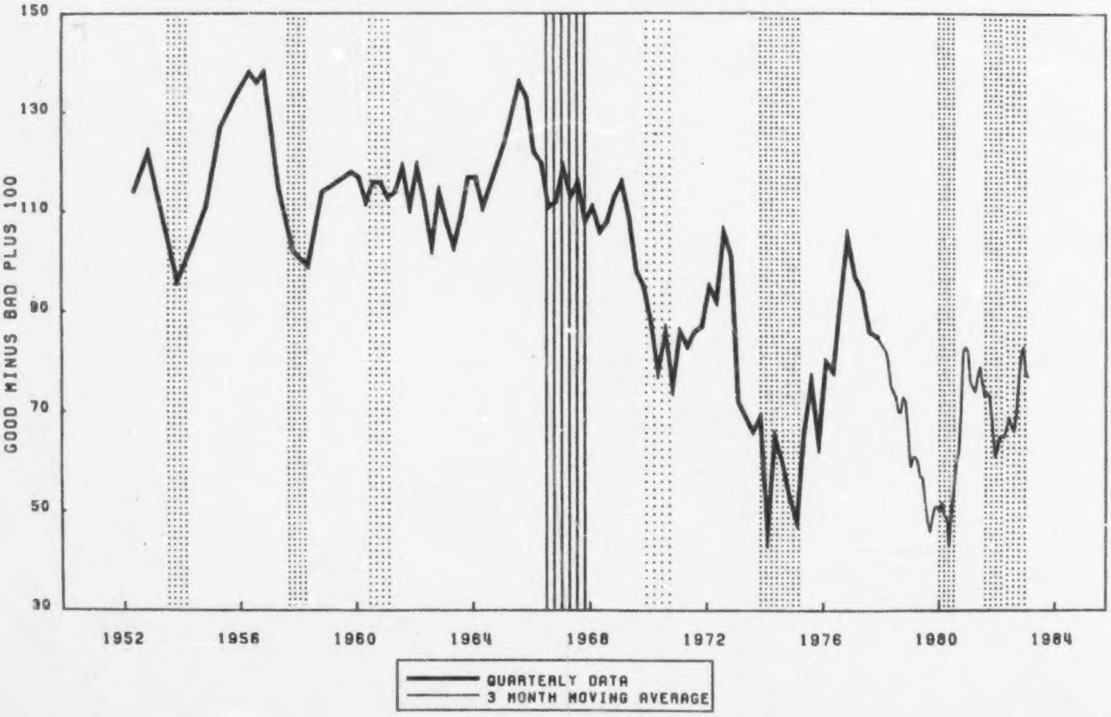


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIMES	24%	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%	26%	31%
UNCERTAIN; GOOD & BAD	13	13	13	13	12	15	15	14	14	14	14	12	13
BAD TIMES	59	62	55	55	59	59	54	54	49	47	49	57	50
NOT ASCERTAINED	4	3	7	5	5	4	8	4	5	6	8	5	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

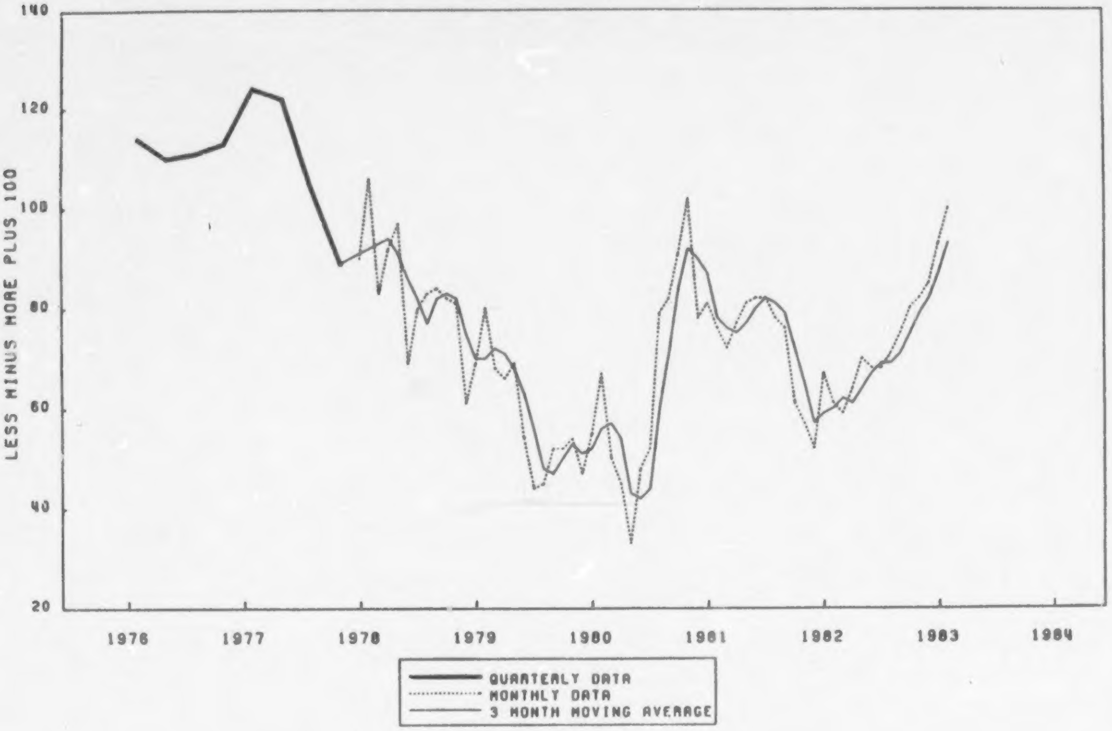


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

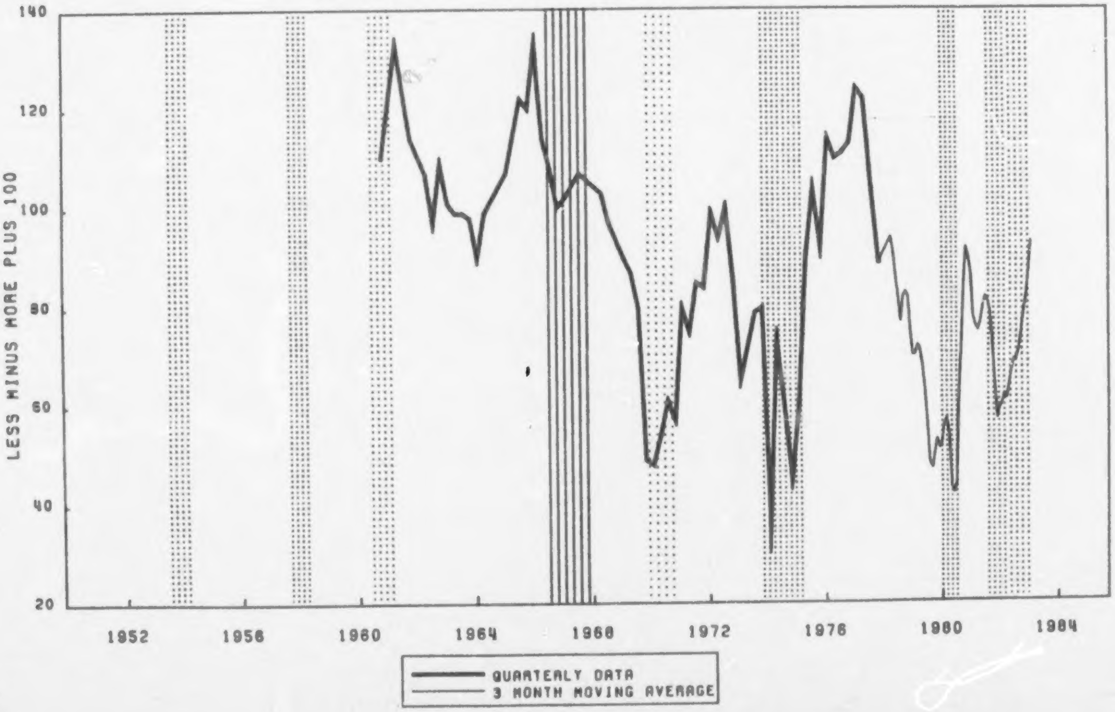


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
LESS	13%	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%	23%	29%
SAME	33	32	34	35	35	35	35	38	36	42	40	45	41
MORE	52	54	50	47	48	48	46	43	41	37	37	30	29
DK,NA	2	1	2	1	1	1	2	1	2	2	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

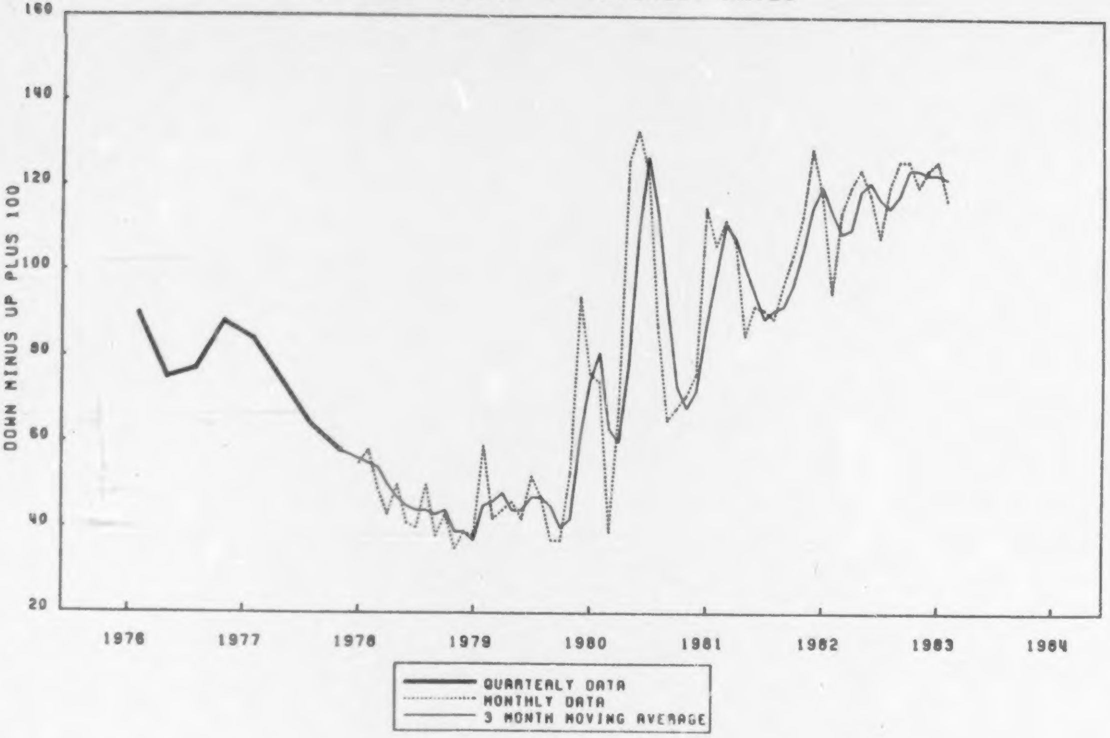


CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

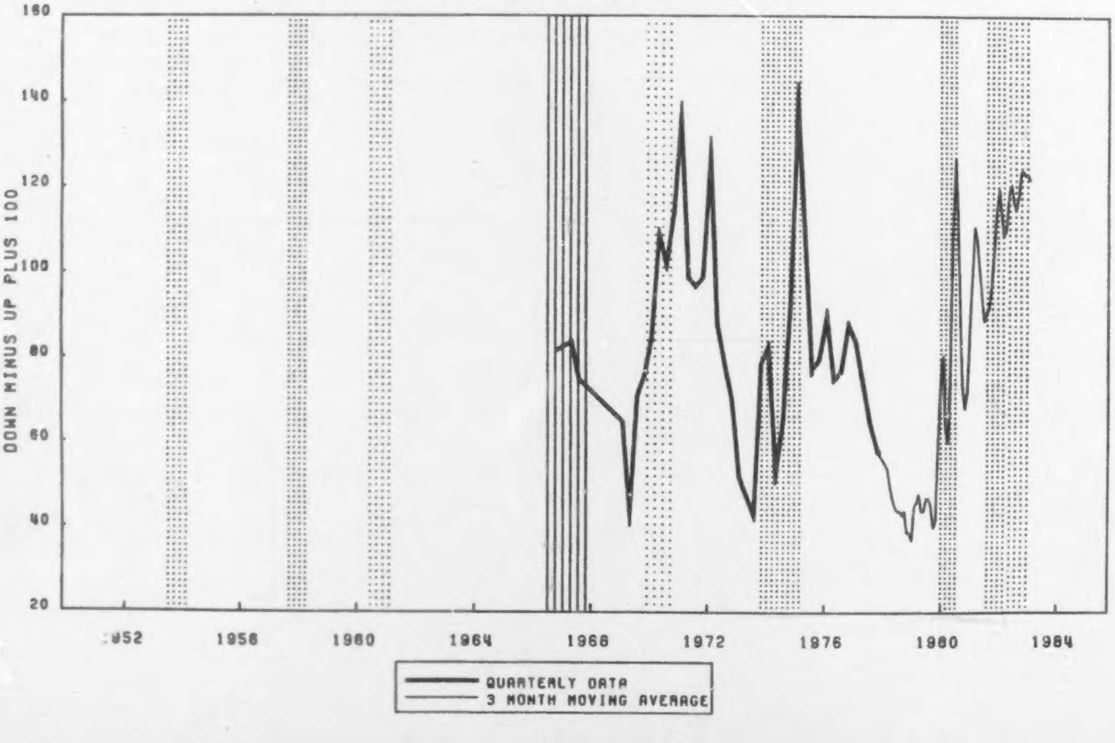


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GO UP	34%	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%	18%	24%
STAY THE SAME	33	33	33	34	37	41	34	26	26	26	33	35	32
GO DOWN	29	39	42	43	39	32	41	48	48	45	44	44	41
DK,NA	4	3	3	4	3	3	4	4	4	4	3	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

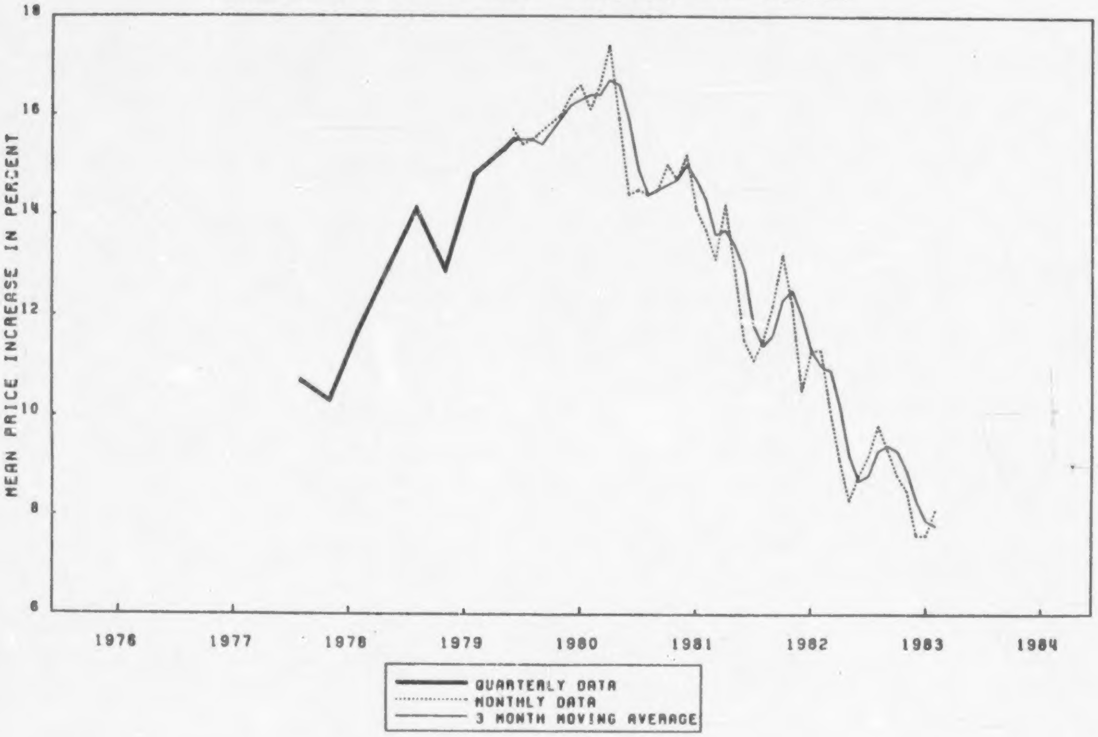


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
SAME OR DOWN	13%	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%	23%	24%
GONE UP BY:													
1-2%	4	5	4	2	8	6	5	6	4	5	6	7	5
3-4%	6	7	7	11	10	8	8	10	7	9	9	11	10
5%	11	13	12	12	12	14	11	12	13	15	17	17	15
6-9%	14	12	14	13	14	13	16	14	12	12	12	9	10
10-14%	24	24	24	16	21	22	24	19	22	14	17	15	14
15% or more	22	19	17	17	16	18	17	16	14	18	14	12	16
DK how much up	6	5	7	6	5	6	6	7	7	6	5	5	5
DK,NA	*	*	*	*	*	1	1	*	1	1	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	11.3	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1
VARIANCE	132	114	83	96	93	87	96	115	106	102	82	108	113
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

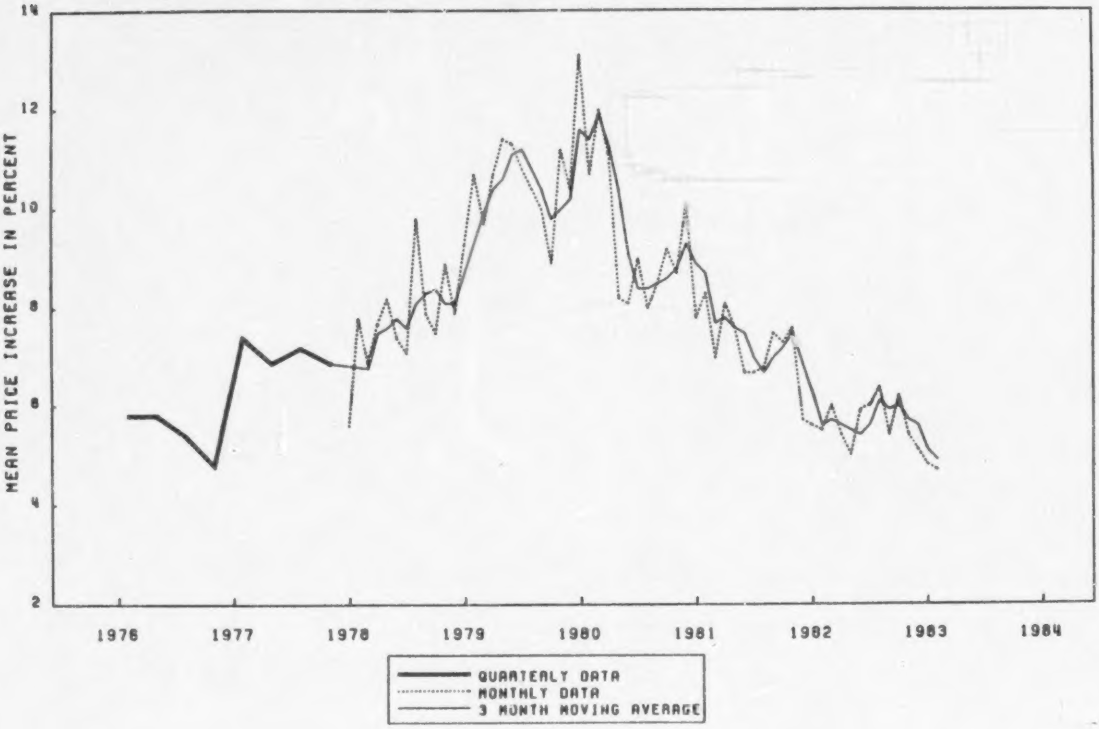


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

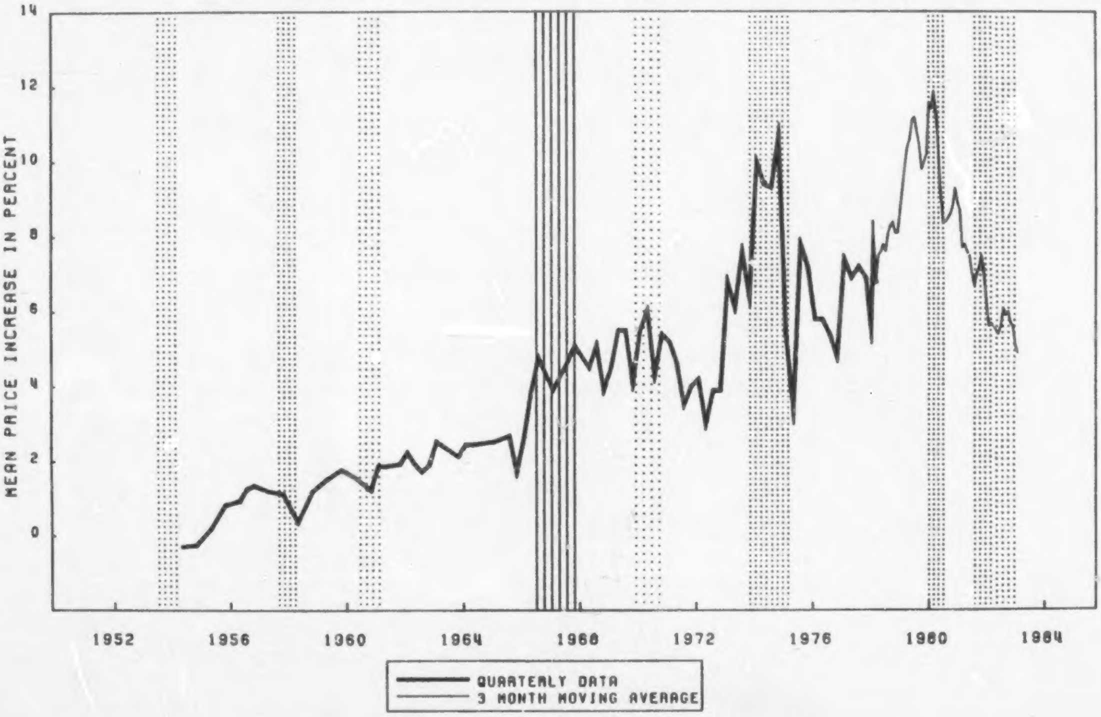


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
SAME OR DOWN	38%	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%	35%	36%
WILL GO UP BY:													
1-2%	4	7	4	6	7	7	8	7	5	5	6	10	8
3-4%	7	11	7	9	10	10	12	9	8	10	13	11	12
5%	12	11	16	15	14	17	16	14	14	15	15	16	15
6-9%	12	12	10	11	10	15	12	13	11	11	9	7	9
10-14%	14	12	16	8	16	14	13	12	15	12	11	9	8
15% or more	7	11	8	8	8	7	11	7	9	9	8	7	7
DK how much up	5	2	3	4	3	5	3	5	5	3	3	3	3
DK,NA	1	2	3	3	2	2	2	2	2	3	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.5	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7
VARIANCE	59	85	54	58	71	53	65	59	82	55	56	67	60
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

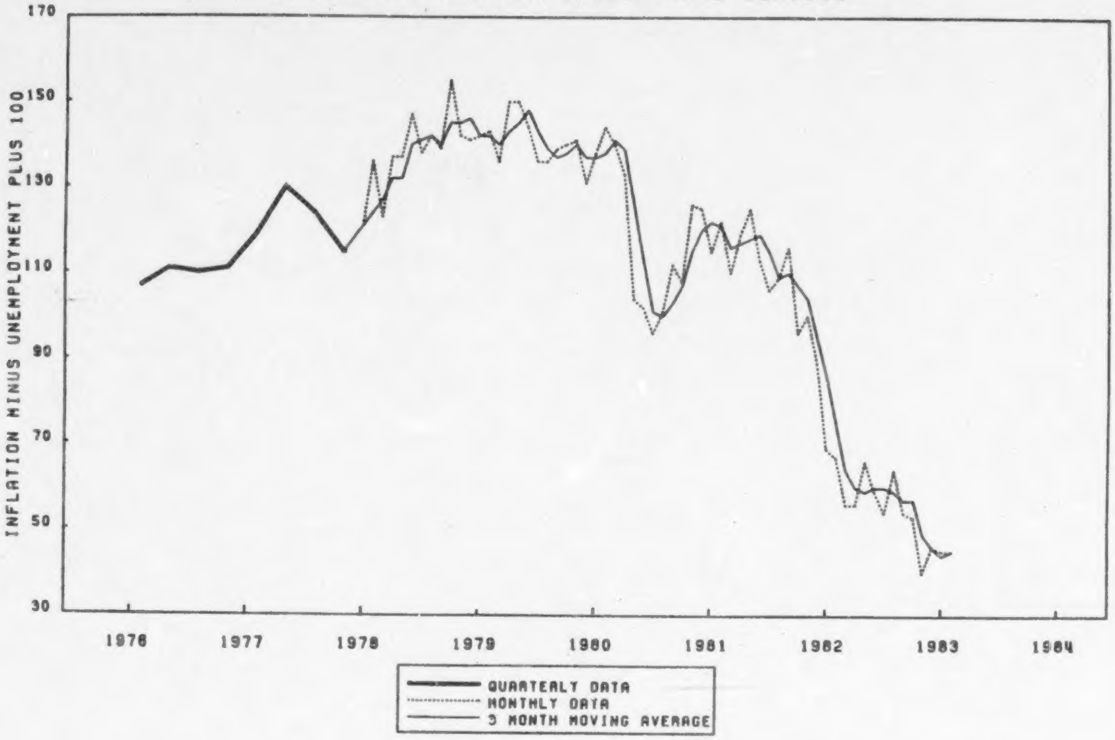


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

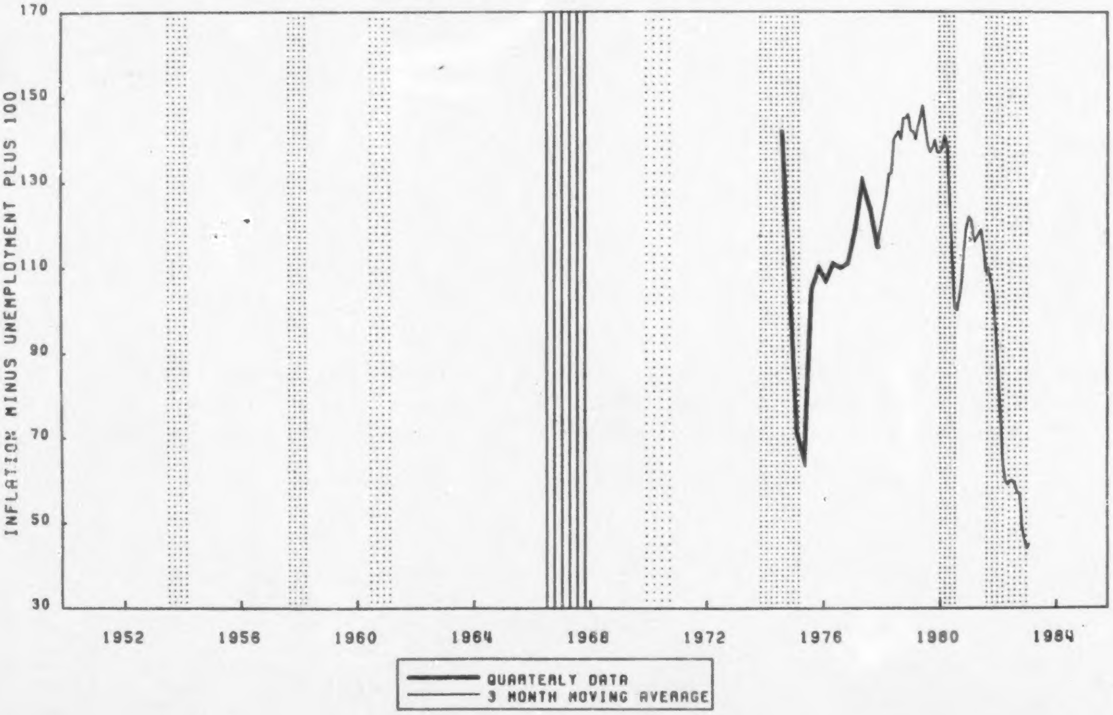


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
UNEMPLOYMENT	59%	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%	74%	73%
BOTH EQUALLY SERIOUS	14	11	13	9	12	11	11	9	11	7	9	5	8
INFLATION	26	22	21	28	23	21	26	22	20	16	18	19	18
DK,NA	1	1	1	1	1	1	1	1	2	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

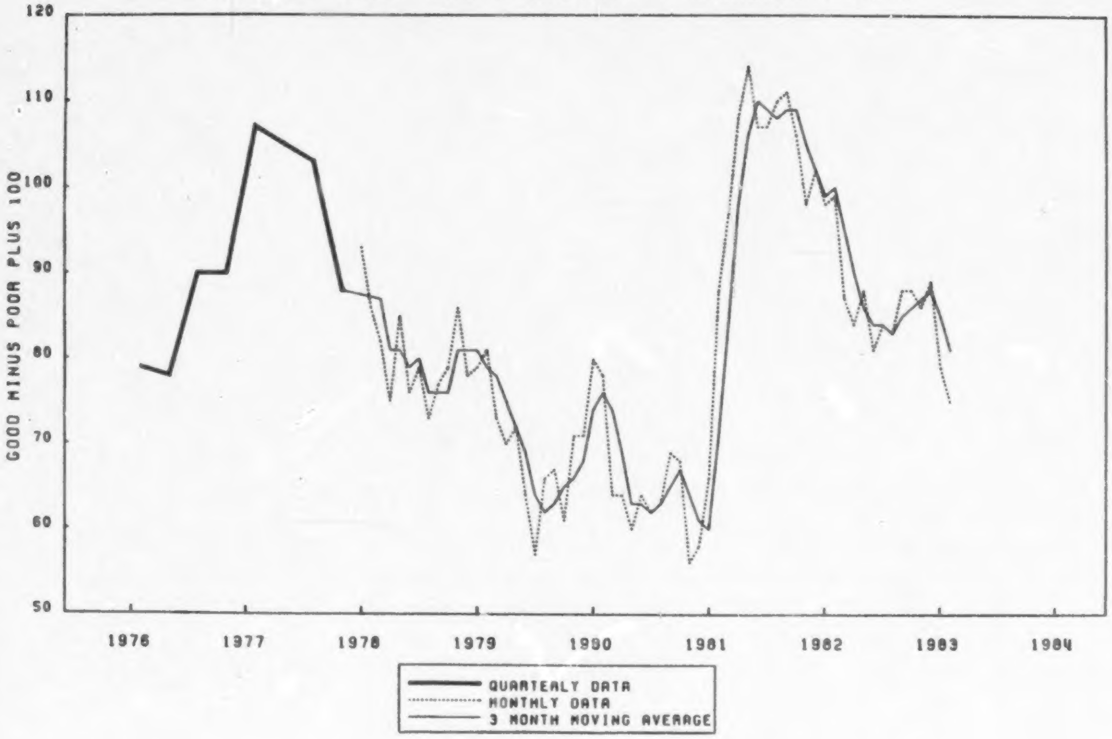


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

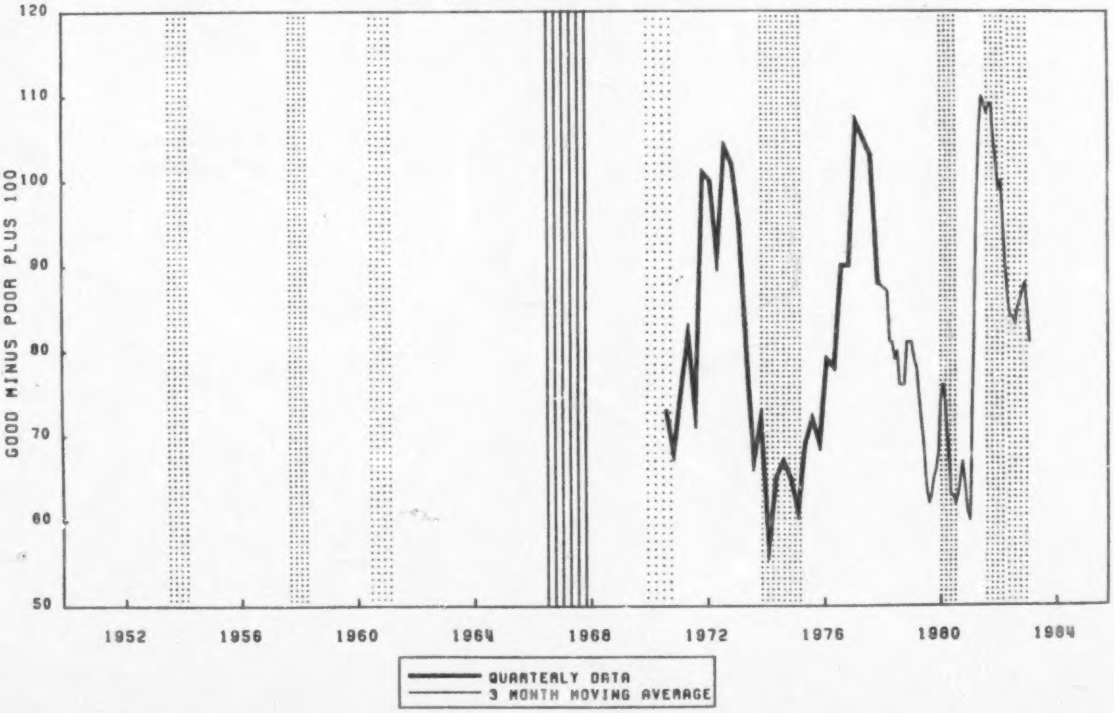


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
A GOOD JOB	27%	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%	16%	16%
ONLY FAIR	42	48	37	46	46	46	45	46	41	45	47	45	40
A POOR JOB	28	31	38	32	35	34	34	31	33	33	30	37	41
DK,NA	3	3	3	2	3	2	4	4	5	3	4	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

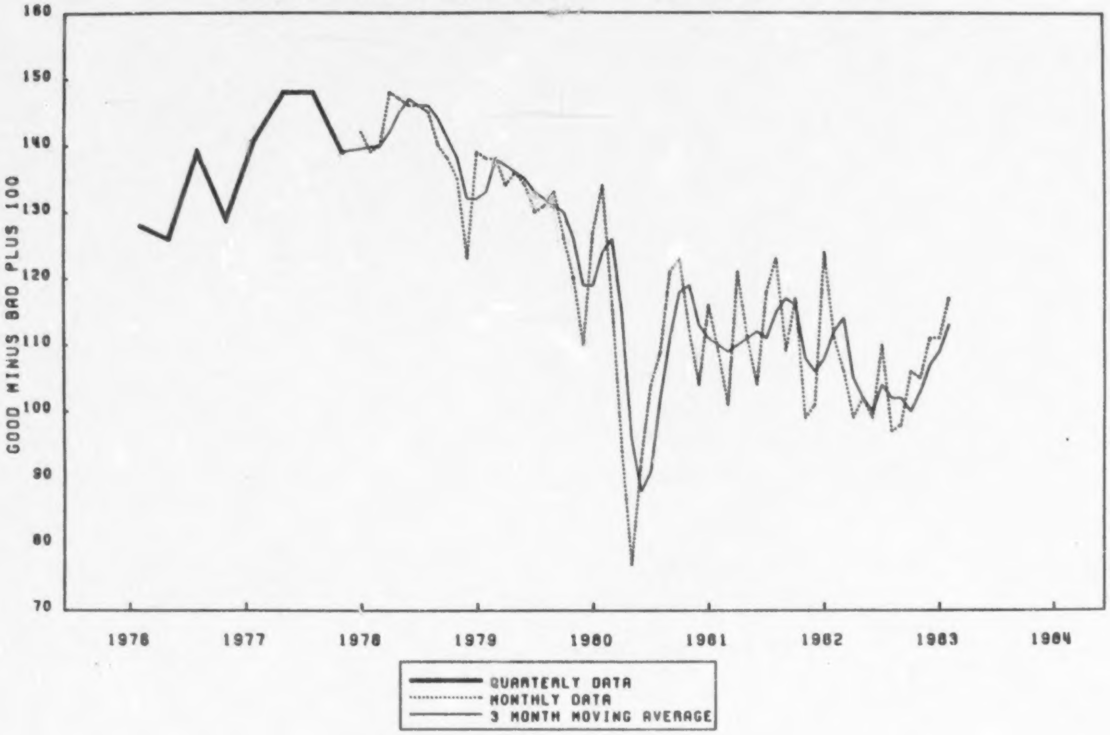


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

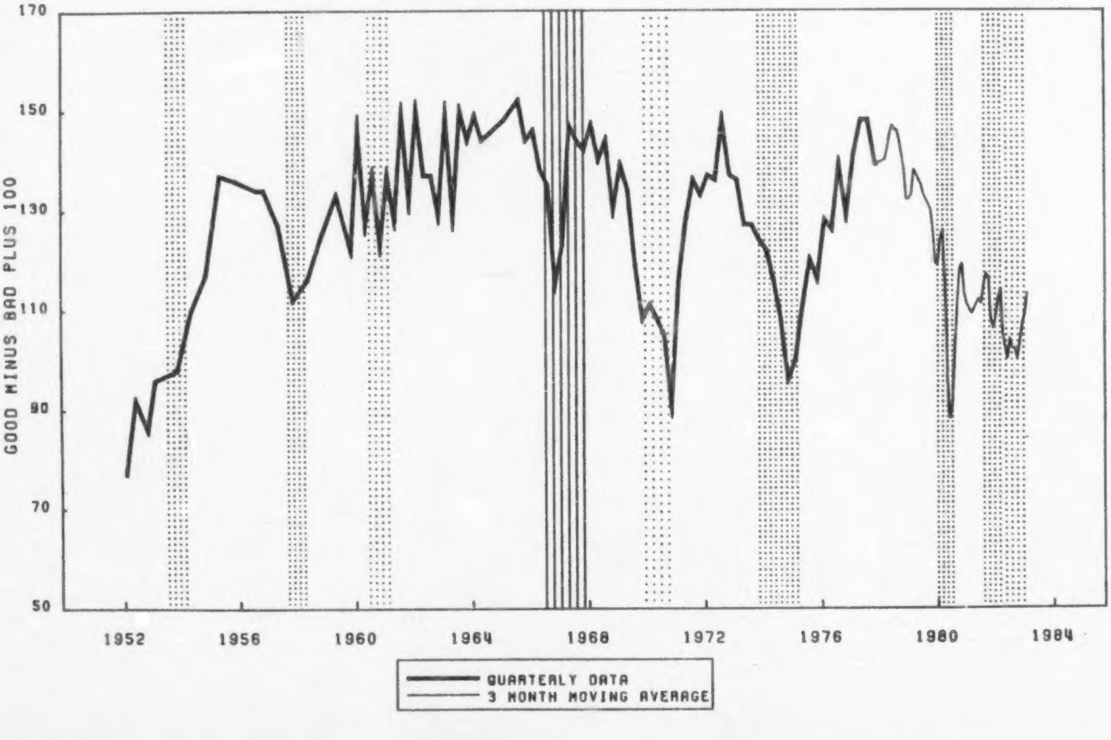


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY	48%	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%	51%	54%
UNCERTAIN, DEPENDS	15	10	17	12	13	14	15	14	14	11	11	9	9
BAD TIME TO BUY	37	42	42	43	44	38	44	44	40	42	39	40	37
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

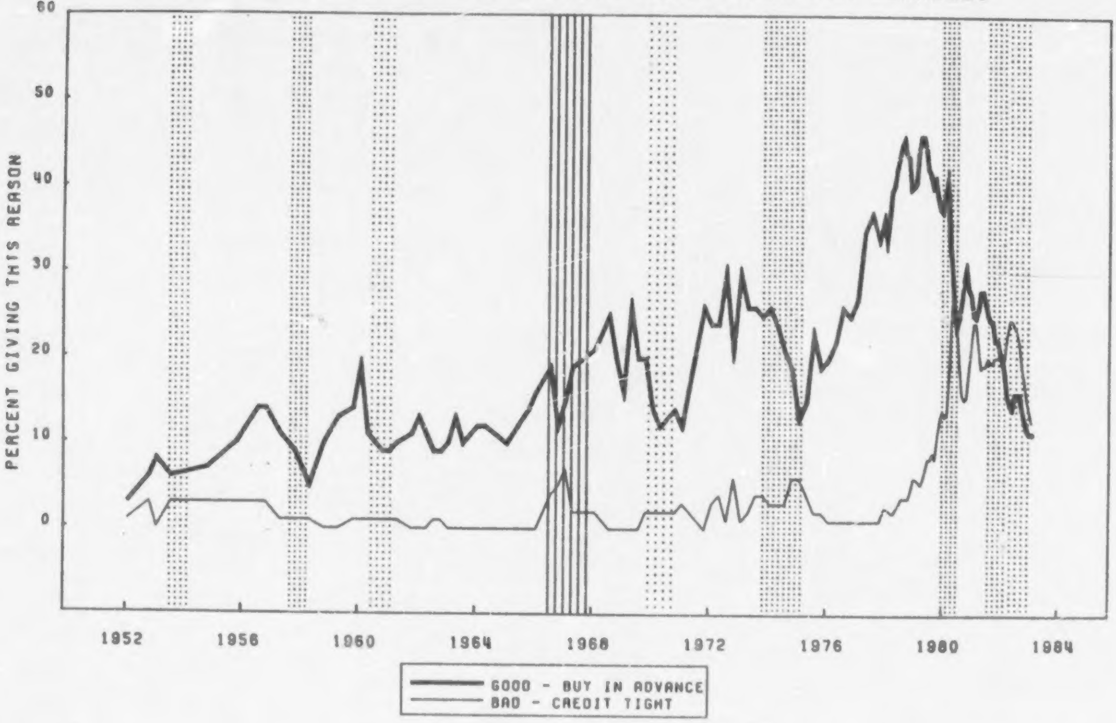


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

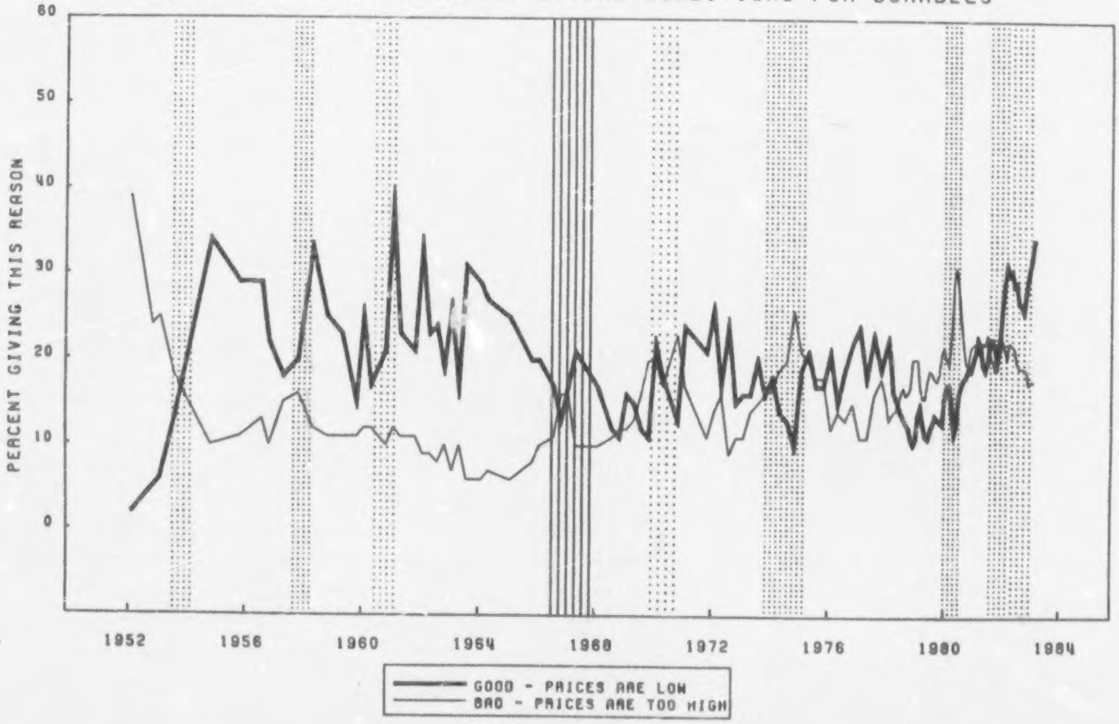


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	30%	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%	33%	38%
Prices won't come down; are going higher	18	15	14	15	14	19	15	14	14	11	10	13	11
Interest rates low; credit is easy	2	1	1	3	2	2	2	4	5	5	8	7	8
BAD TIME TO BUY:													
Prices are high	22	22	23	21	21	18	19	21	18	18	16	19	18
Interest rates are high; credit is tight	19	24	26	24	24	24	22	20	16	17	13	12	13
Lack of purchasing power	15	18	19	20	21	19	21	21	21	24	21	22	16

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

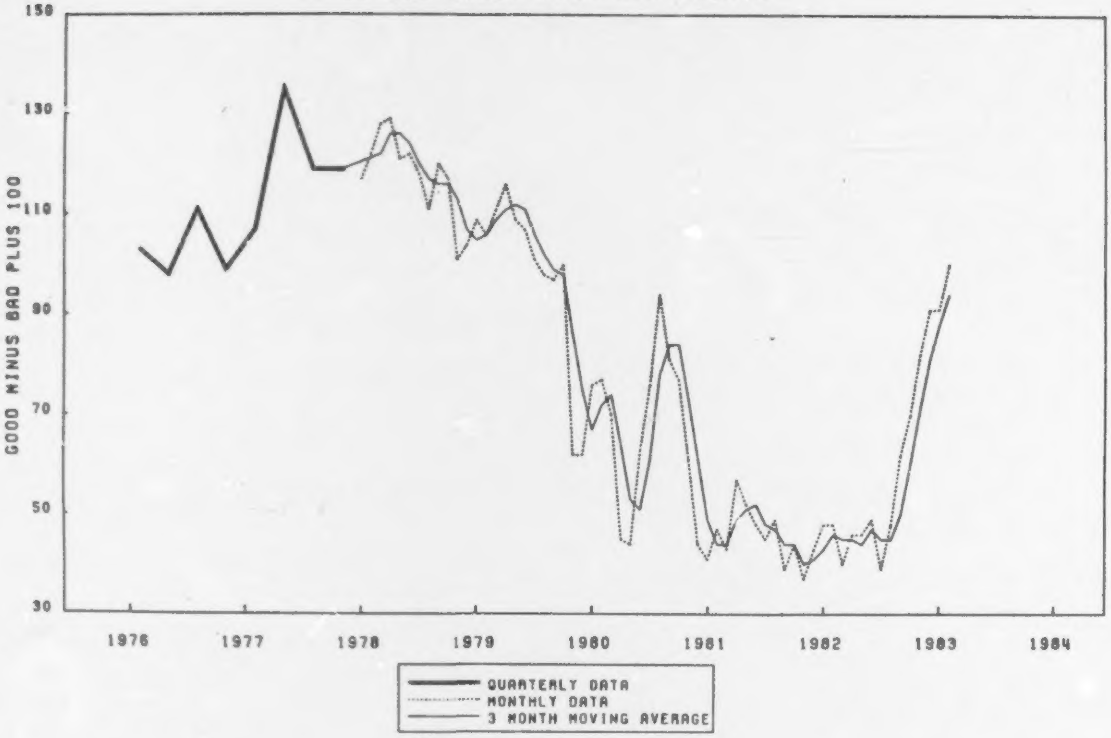


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

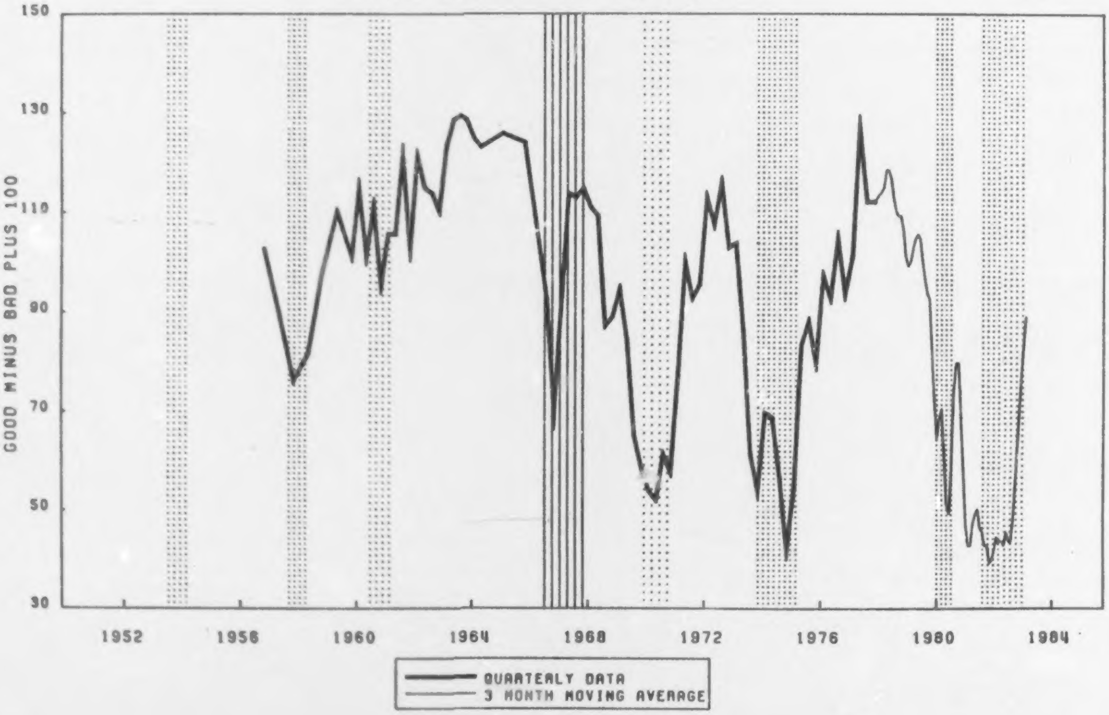


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY	21%	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%	44%	49%
UNCERTAIN, DEPENDS	6	6	6	8	7	9	8	6	6	6	3	3	2
BAD TIME TO BUY	73	77	74	73	72	76	72	66	62	56	53	53	49
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

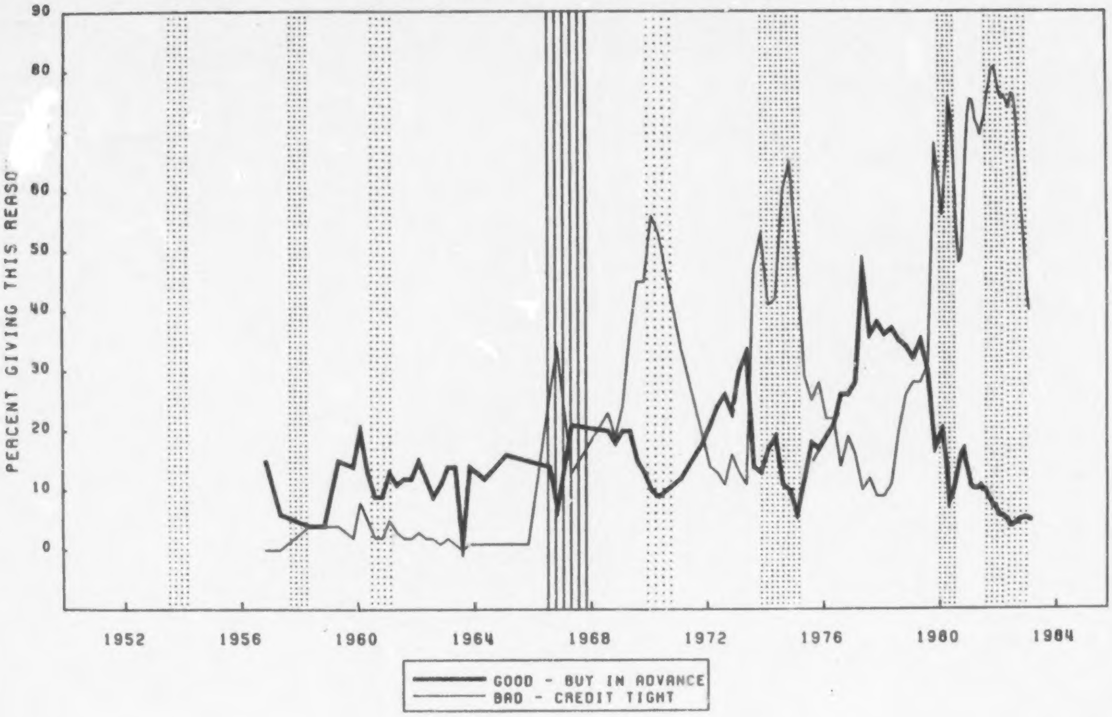


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

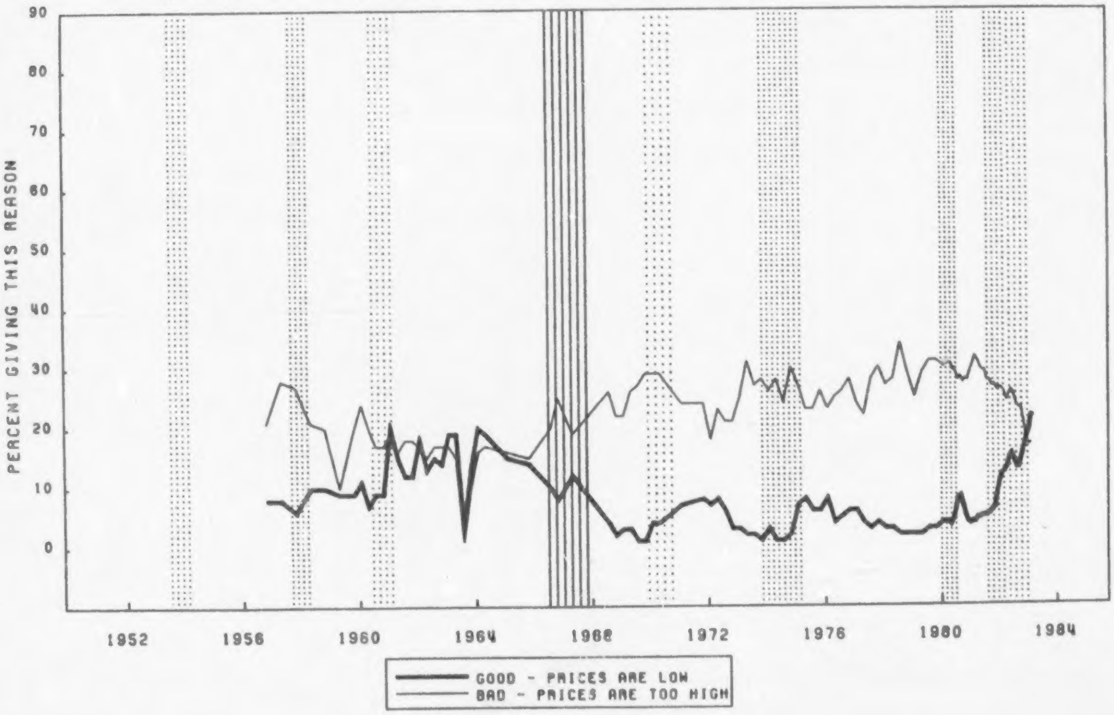


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	11%	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%	21%	24%
Prices won't come down; are going higher	5	7	4	4	4	4	5	5	5	6	5	5	5
Interest rates low; credit is easy	7	4	6	6	7	4	7	20	23	30	35	37	40
Good investment	6	4	5	5	4	3	4	3	2	4	6	4	4
BAD TIME TO BUY:													
Prices are high	24	25	24	27	27	21	23	25	21	16	17	17	17
Interest rates are high; credit is tight	76	78	74	72	75	82	71	64	60	49	40	41	39
Lack of purchasing power	19	23	22	18	23	27	20	21	23	23	23	24	20

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

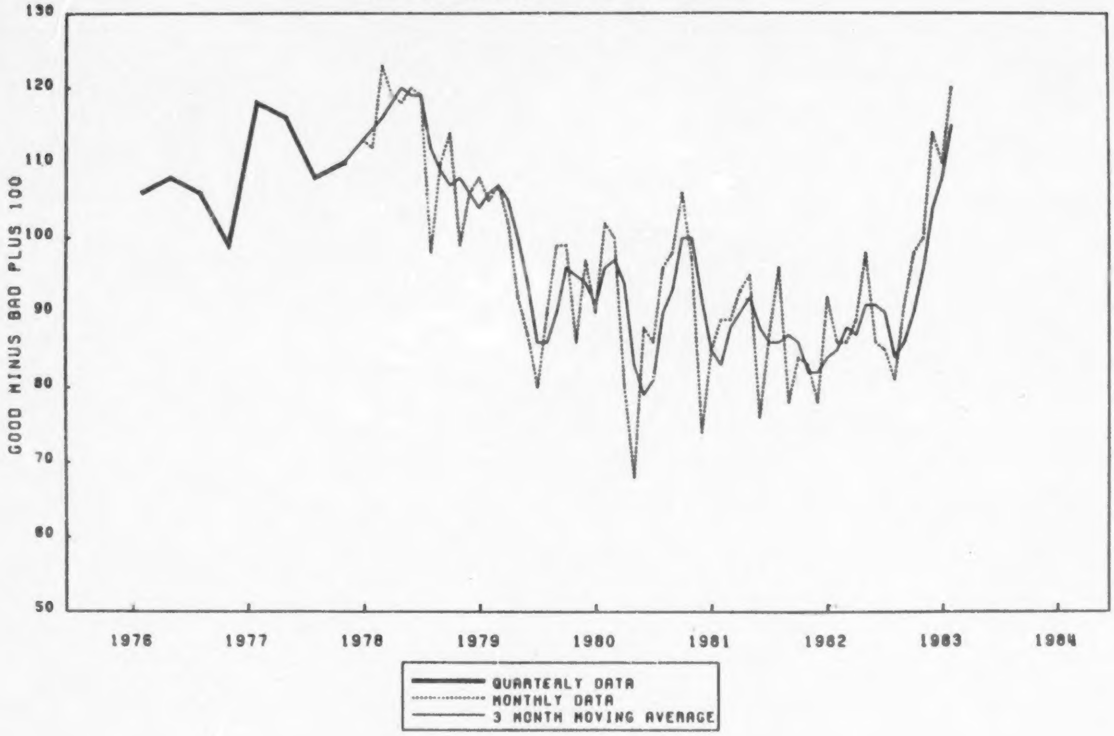


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

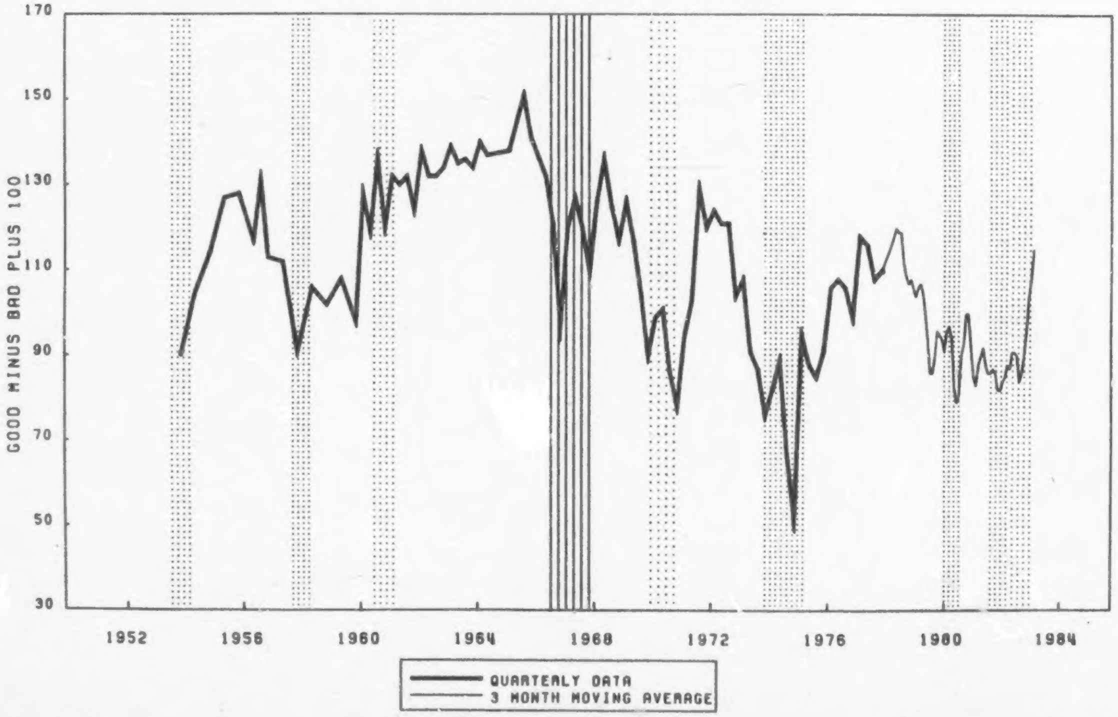


TABLE 30

BUYING CONDITIONS FOR CARS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY	37%	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%	51%	57%
UNCERTAIN; DEPENDS	12	8	9	10	6	11	11	11	10	8	8	8	6
BAD TIME TO BUY	51	53	51	46	54	52	54	49	46	46	39	41	37
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

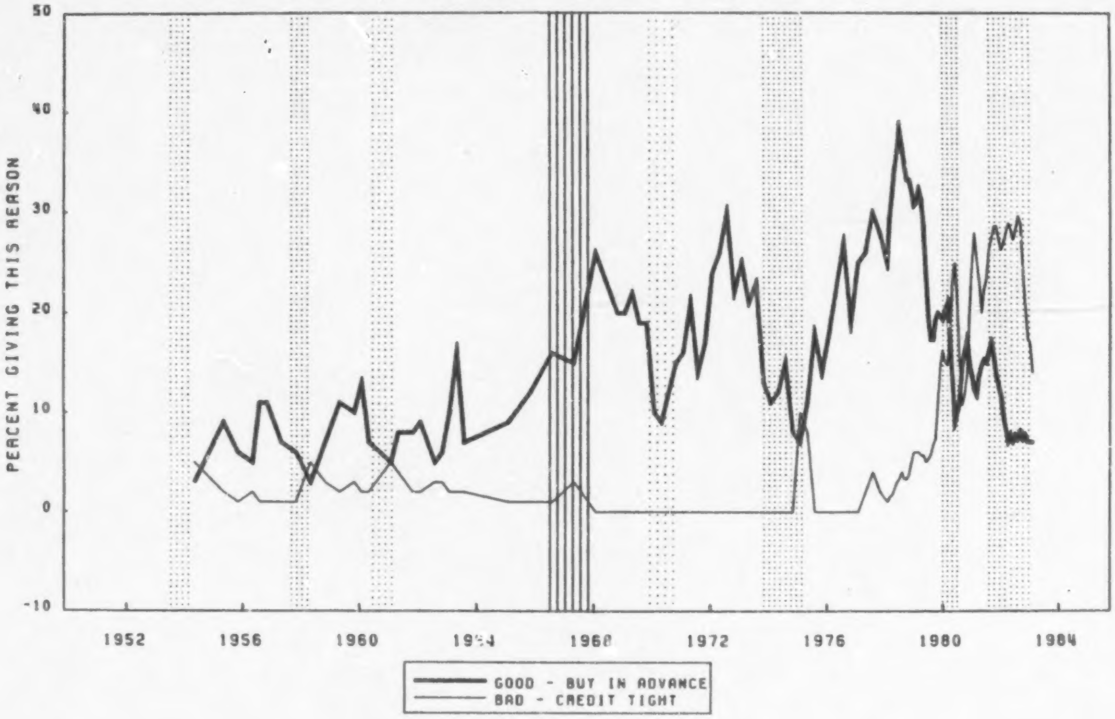


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

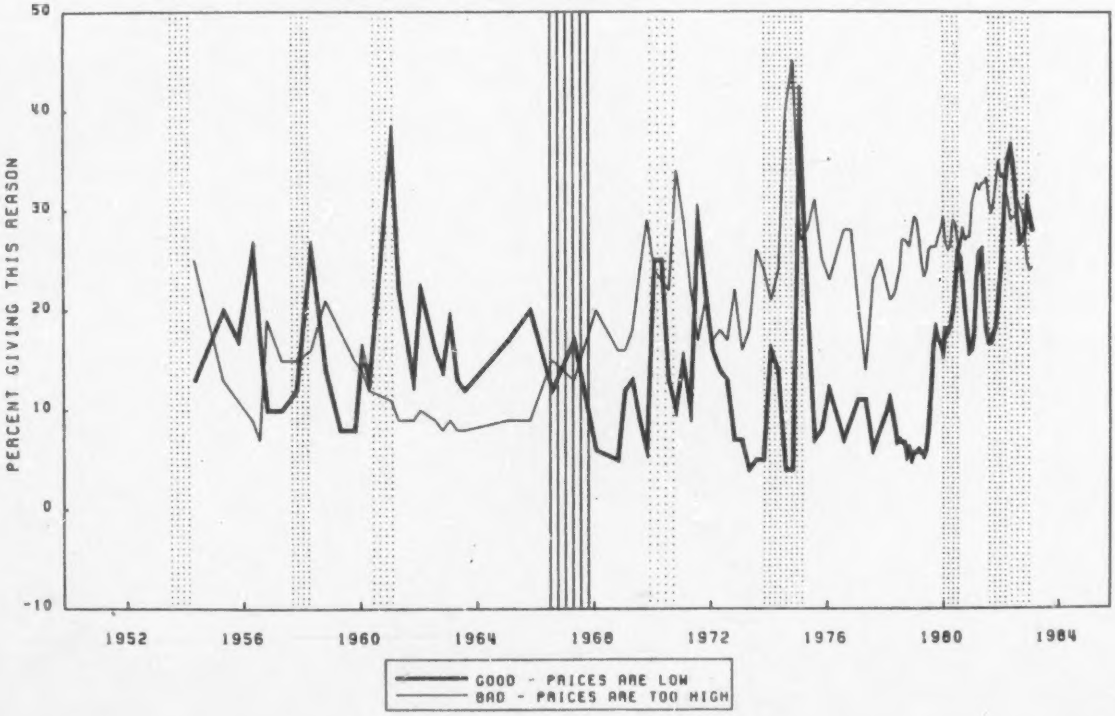


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	33%	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%	25%	24%
Prices won´t come down; are going higher	6	8	7	8	6	9	7	8	7	8	6	7	8
Interest rates low; credit is easy	3	3	7	11	7	5	6	10	11	20	27	29	35
New fuel efficient models	2	1	2	1	1	1	2	1	1	1	1	2	1
BAD TIME TO BUY:													
Prices are high	33	32	28	27	33	28	32	31	26	25	23	24	26
Interest rates are high; credit is tight	28	30	29	26	27	32	30	25	19	19	14	18	10
Lack of purchasing power	12	16	13	11	11	13	12	14	14	15	13	12	12
Price of gas; shortages	2	1	1	1	2	2	1	1	*	1	1	1	*
Poor selection; quality	9	7	8	6	10	10	7	7	7	7	7	6	5

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

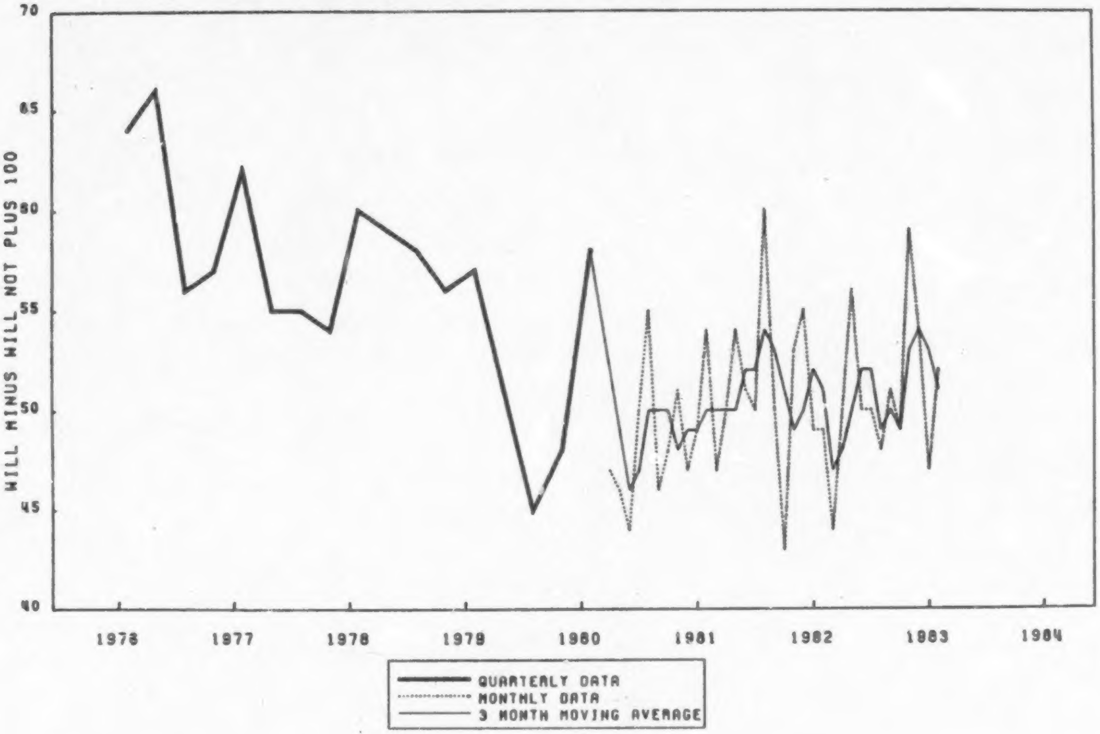


CHART 32 - HISTORICAL SERIES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

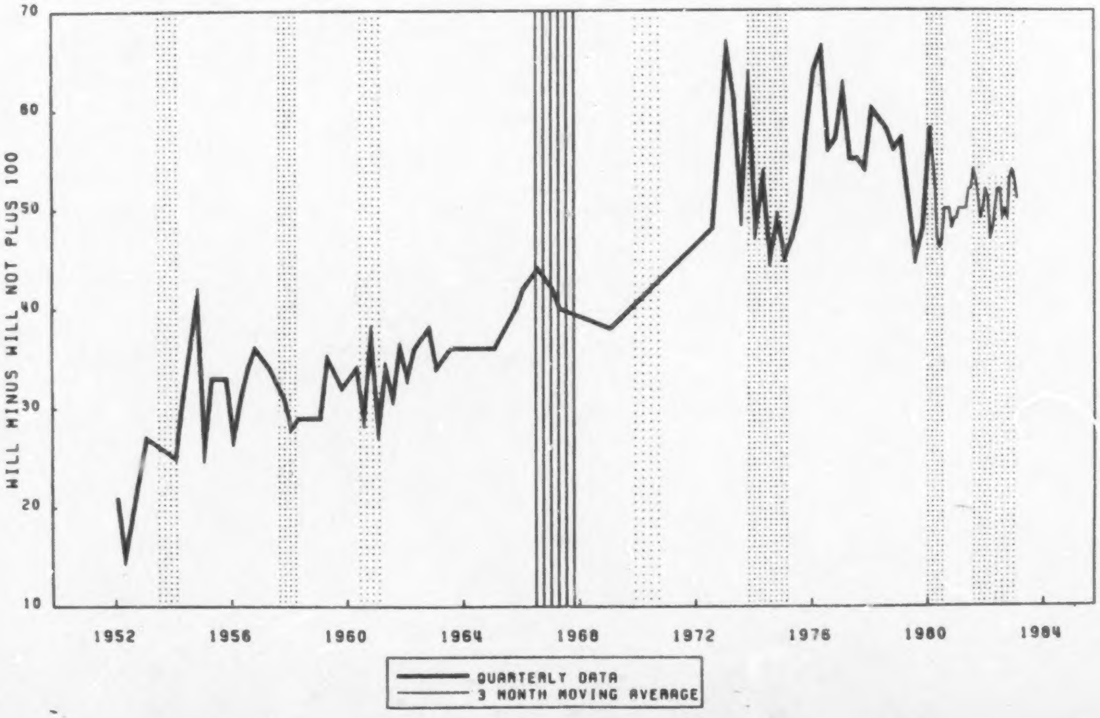


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
PROBABLY WILL BUY	17%	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%	15%	17%
CHANCES ARE EVEN	7	7	6	8	7	8	7	5	7	8	8	7	8
PROBABLY WILL NOT BUY	68	70	67	63	68	66	68	67	67	62	66	68	65
DK,NA	8	9	10	10	7	10	9	10	10	9	6	10	10
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	684	702	691	703	708	680	695	687	682	682	682	709

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	24%	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%	22%	25%
PURCHASE TYPE:													
Buy new	11	11	11	13	9	11	12	10	11	11	15	10	12
Buy used	11	9	11	11	13	11	9	12	11	15	10	10	11
Lease	1	*	1	1	2	1	1	*	1	2	2	1	1
DK,NA	1	1	*	2	1	1	1	1	*	1	1	1	1
PURCHASE TIMING:													
Next 3 months	3	1	4	4	2	6	4	2	4	4	2	3	3
Next 4-6 months	6	5	7	7	5	6	5	5	5	6	6	6	6
Next 7-9 months	7	5	6	7	6	3	3	4	5	8	6	4	7
10 months or more	5	6	2	3	7	4	4	7	5	7	7	4	5
DK,NA	3	4	4	6	5	5	7	5	4	4	7	5	4

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Feb. 1982	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	68%	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%	68%	65%
PURCHASE TYPE:													
Would buy new	37	38	39	34	37	38	40	37	39	34	40	36	34
Would buy used	28	31	26	28	29	25	27	29	27	26	24	30	29
DK,NA	3	1	2	1	2	3	1	1	1	2	2	2	2
PURCHASE TIMING:													
Less than 2 years	5	10	5	5	6	4	5	5	5	7	7	8	8
2 years	22	22	21	20	25	20	22	23	23	22	22	23	19
3 years	11	11	12	11	13	13	12	11	11	8	10	10	10
4 years or more	22	21	22	19	16	21	18	20	19	18	17	21	20
Indefinite	1	1	1	2	3	2	4	3	3	2	4	2	2
DK,NA	7	5	6	6	5	6	7	5	6	5	6	4	6

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

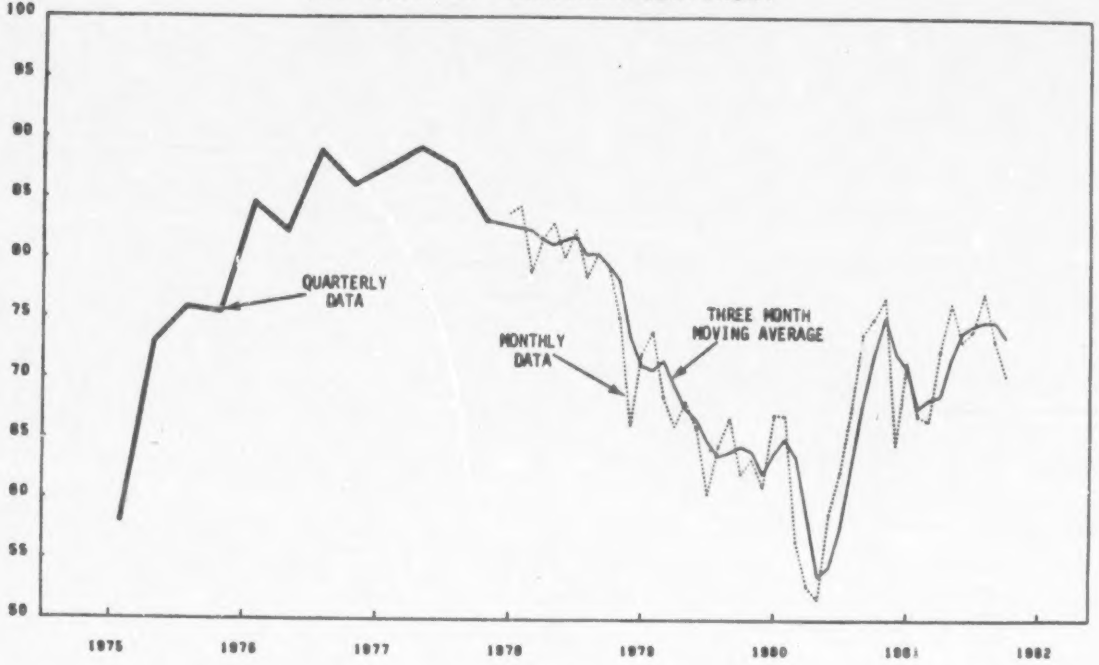
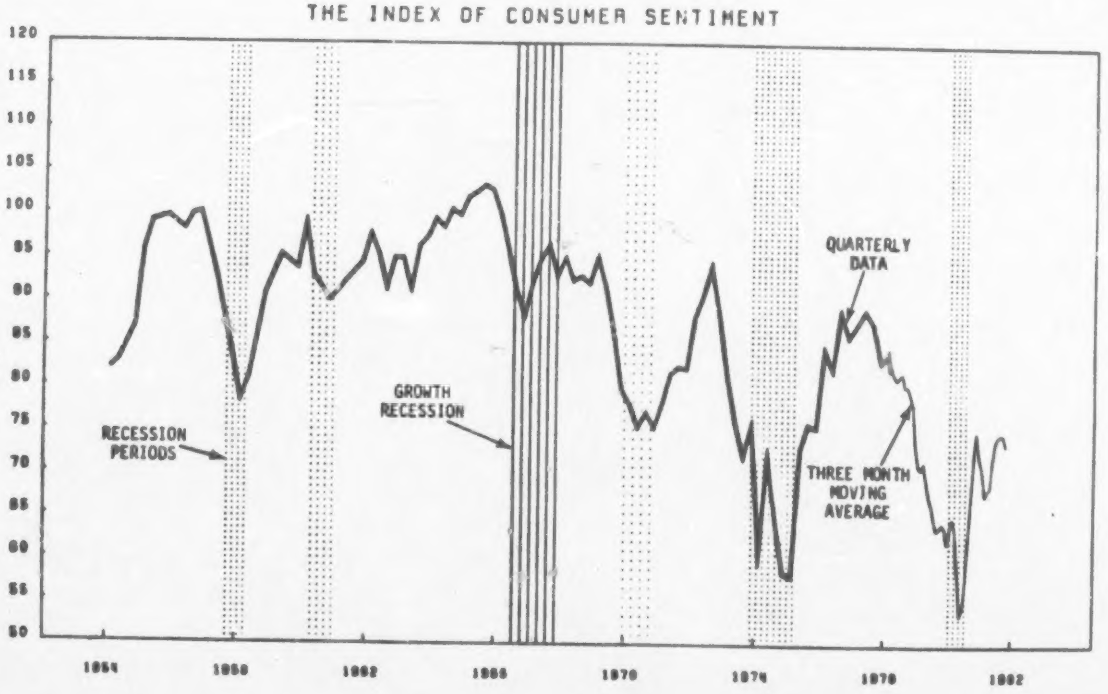


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

/ 3/14/83 U7475-2 v B

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

March 11, 1983

FEBRUARY 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

CONSUMERS RESPOND TO LOWER PRICES AND INTEREST RATES

** The Index of Consumer Sentiment was 74.6 in the February 1983 survey, up from 70.4 in January 1983 and 66.5 in February 1982. The February 1983 Index figure was the highest recorded during the past 18 months. The recent improvement has been due to more favorable buying conditions as well as improved evaluations of business conditions in general. Among families with incomes of $20,000 or more, the Index rose to 79.9 in February 1983, from 78.2 in January and 71.5 in February 1982.

** The proportion of families that reported improvement in current business conditions rose to 26 percent in February 1983 from 16 percent in January, while the proportion that expected improvement in business conditions during the year ahead rose to 45 percent in the February survey--the highest proportion recorded in more than two decades.

** In the February 1983 survey, as many families expected increases as expected decreases in the unemployment rate (29 percent), with the most common response being that the unemployment rate would remain largely unchanged during the year ahead (41 percent). This represents a significant change from one year earlier, when the majority expected increases.

** The accumulated decline in confidence in government economic policies has now reversed the entire increase which accompanied the incoming Reagan administration. In February 1983, unfavorable exceeded favorable evaluations by more than a two-to-one margin (41 versus 16 percent).

** Declines in prices and interest rates have stimulated much more favorable attitudes toward buying conditions for cars and houses. The availability and appeal of lower prices was mentioned as the basis for favorable buying attitudes by record numbers of consumers in the February 1983 survey. The once dominant concern with high interest rates has been greatly reduced and in the February 1983 survey was offset by more frequent references to the availability of lower interest rates.

** The financial situation of American households remained unfavorable in the February 1983 survey. Income declines were widespread, reported by 23 percent of all families. An improved personal financial situation is widely anticipated, but the gains are expected to be modest: greater purchasing power due to price declines, not higher nominal incomes.

* * *

Given the current state of the economy, consumers could not be much more optimistic. Business conditions are widely expected to improve during the year ahead, and declines in prices and interest rates have stimulated favorable buying attitudes. The pace of the recovery in consumer sales will be facilitated by more favorable attitudes and expectations; the duration and the extent of the recovery, however, will depend on renewed growth in incomes and on sustained declines in interest rates.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Business Conditions

The February 1983 survey recorded widespread improvement in consumers' evaluations of business conditions, although the improvement was nonetheless expected to leave business conditions at unfavorable levels. Reports that business conditions had worsened during the prior year fell to 65 percent in February 1983, from 76 percent in January, and 80 percent in February 1982. The proportion of all families that reported improved business conditions rose to 26 percent in February 1983, up from 16 percent one month earlier and 11 percent one year earlier. When asked about news of recent economic developments, respondents less frequently mentioned spreading unemployment in February 1983 (39 percent) than in January (43 percent). The frequency of these reports was significantly below the peak level recorded six months earlier (53 percent).

Consumers more frequently expected improvement in business conditions in the February 1983 survey than at any time during the prior two decades. Three times as many families expected business conditions to improve during the year ahead rather than worsen (45 versus 14 percent). When respondents were asked to explain their views, more favorable references to inflation, unemployment, and interest rates were each recorded in the February 1983 survey. Further increases in the unemployment rate were expected by 29 percent of all families in the February 1983 survey, down from 52 percent one year earlier. Declines in unemployment were expected by 29 percent in the February 1983 survey, up from just 13 percent one year earlier.

Although these shifts represent a significant improvement in the direction of the expected change, the level of unemployment is nonetheless expected to remain high. On balance, the February 1983 survey recorded an equal number of families that expected increases as expected decreases in unemployment (29 percent). Moreover, the most common response was that the unemployment rate would remain largely unchanged at its current double digit level during the year ahead--held by 41 percent of all families in the February 1983 survey. These persistent concerns with unemployment have led consumers to emphasize unemployment rather than inflation as the dominant economic problem facing the nation. In the February 1983 survey, four times as many consumers viewed unemployment rather than inflation as the more serious economic problem (73 versus 18 percent). Confidence in government economic policy to reduce unemployment and inflation reached the lowest level recorded under the Reagan administration. Unfavorable evaluations of government economic policies rose to

41 percent in February 1983, from 37 percent one month earlier, while favorable evaluations remained unchanged at 16 percent.

Market Conditions

The February 1983 survey recorded improved attitudes toward buying conditions in each market studied. Favorable car buying attitudes were held by 57 percent of all families in February 1983, up from 51 percent one month earlier, and 37 percent one year earlier. This represents the highest proportion of families ever recorded to hold favorable views of market conditions for automobiles. House buying conditions were viewed favorably by 49 percent of all families in the February 1983 survey, up from 44 percent in January and 21 percent one year earlier. This recent improvement left house buying attitudes more favorable than in nearly four years. Buying conditions for large household durables were viewed favorably by 54 percent of all families, up from 51 percent in January, and 48 percent in February 1982.

Two major developments have been responsible for the significant improvement in consumer buying attitudes: lower prices and lower interest rates. In the February 1983 survey, more families than at any time in the past two decades mentioned the availability and appeal of lower prices when asked to evaluate market conditions for houses (24 percent) and large household durables (38 percent). The impact of interest rates on buying attitudes has changed considerably during the past six months, such that families now more frequently refer to lower rather than higher interest rates when asked to explain their opinions. From August 1982 to February 1983 references to high mortgage rates fell from 71 to 39 percent, while references to the availability of lower mortgage rates rose from 7 to 40 percent. When consumers were asked to evaluate market conditions for automobiles, references to high interest rates fell from 30 to 10 percent during the past six months, while references to the availability of lower interest rates rose from 6 to 35 percent.

Recent declines in interest rates have already reduced the backlog of postponed purchases. The proportion of families that reported they had postponed purchases due to high interest rates fell to 25 percent in February 1983, down from 28 percent in January, and 36 percent six months earlier (Table A). The most frequently postponed purchases continue to be vehicles (10 percent), closely followed by household durables (9 percent), and houses (8 percent). The median interest rate that would have been charged on the postponed purchase rose to 16.4% in February 1983, following the sharp decline to 15.5% recorded in January from the 17% range recorded through 1982 (Table B). The highest interest rate that consumers would have been willing to pay on the postponed purchase was 10.9% in February 1983, unchanged from January, and below the 12% range recorded in 1982. On balance, consumers continued to expect interest rates to decline during the year ahead. In the February 1983 survey, 41 percent of all families expected interest rate declines, up from 29 percent one year earlier.

Personal Finances

The February 1983 survey recorded little overall change in the financial situation of American households. Consumers' evaluations of their current financial situation remained unchanged at the unfavorable levels recorded throughout the past year--families more frequently reported that their financial situation had worsened rather than improved by a margin of 41 to 30 percent in the February 1983 survey. When asked to explain how their financial situation had changed, income declines were mentioned by 23 percent of all families in the February 1983 survey. Throughout the past year family income declines have been reported by one-fifth of all families--a higher level than recorded during the prior two decades.

While evaluations of their current situation have remained at unfavorable levels during the past year, consumers have continued to hold optimistic expectations for the future. Twice as many families expected their financial situation to improve rather than worsen in the year ahead in the February 1983 survey (33 versus 16 percent). The improved personal financial outlook has not been due to expected increases in incomes, but rather to greater purchasing power due to expected declines in inflation. In fact, more families expected their incomes to remain unchanged or decline in the year ahead in the February 1983 survey than one year earlier (46 versus 38 percent). At the same time, however, the expected annual rate of inflation fell to 4.7% in the February 1983 survey, the lowest expected inflation rate recorded since 1975.

* * *

The February survey included 709 interviews completed between February 1 and February 27, 1983.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES
DURING THE LAST SIX MONTHS

	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983
Postponed Purchases:[a]	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%
Vehicles	11	15	12	10	12	12	12	13	14	15	13	15	12	10
House, home repairs	11	15	10	11	12	11	9	10	9	10	8	8	7	8
Household durables	8	8	10	10	8	7	9	11	9	8	12	9	8	9
Other	4	5	6	7	8	5	5	7	6	6	5	7	2	5
No postponed purchase	67	62	66	66	67	68	68	62	63	65	66	67	66	73
DK; NA	3	1	1	1	*	1	2	2	2	*	1	2	5	2
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than 0.5 percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

														February 1983		
	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Vehicles	House, Real Estate	Household Durables
Postpone Purchases																
All households	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%	10%	8%	9%
Interest rate that would have been charged on postponed purchase																
Median	17.6%	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	15.5%	16.4%	16.2%	16.1%	17.2%
Highest interest willing to pay to make purchases																
Median	12.0%	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	10.8%	10.9%	10.7%	10.9%	11.1%
Difference between interest rate charged and willing to pay																
Median	5.0%	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.2%	5.2%	5.0%	5.0%	5.9%

The questions asked were: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

MARCH 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

MARCH 1983

The March 1983 survey is the 174th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

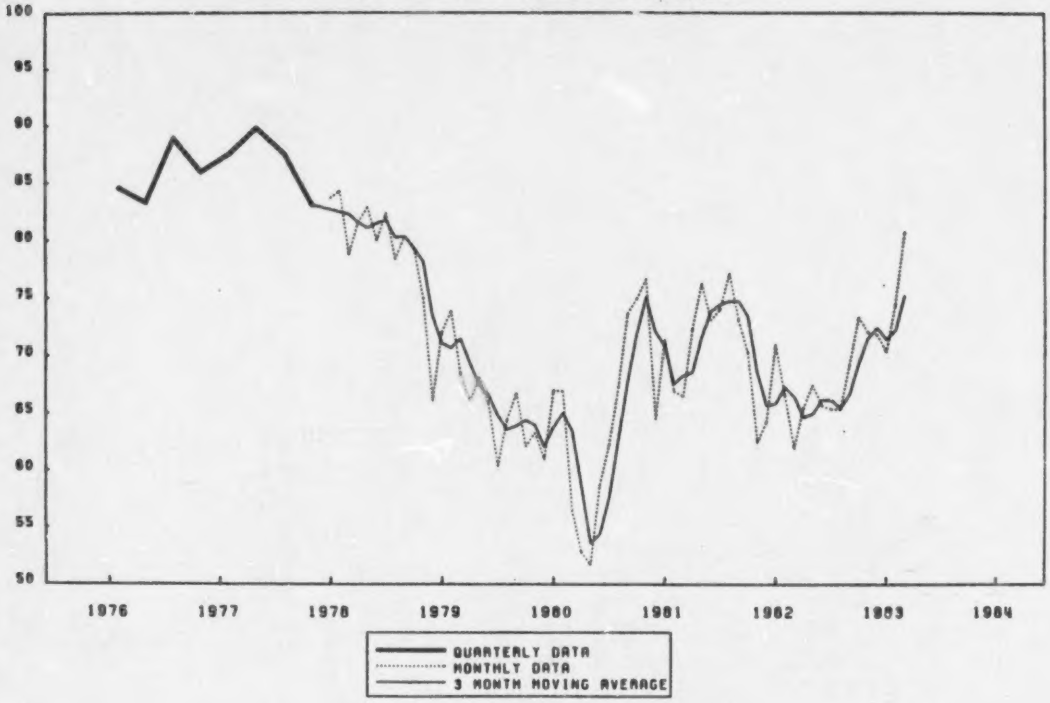

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

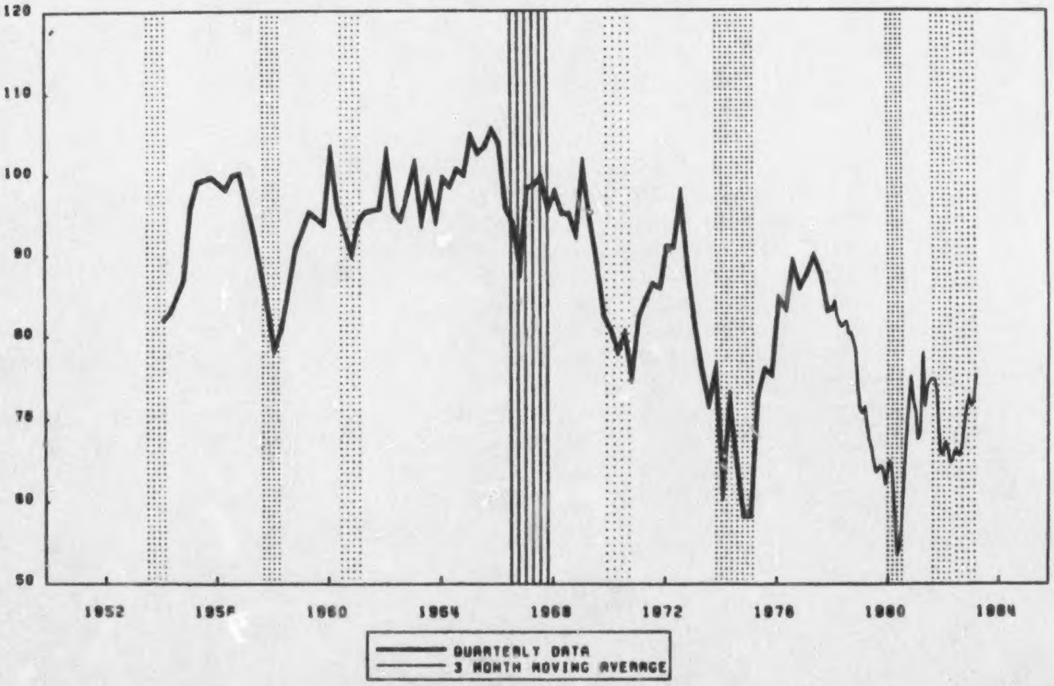

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
March 1980	56.5	62.3	64.5
April 1980	52.7	54.2	57.2
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8
February 1983	74.6	79.9	81.3
March 1983	80.8	88.4	88.9

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

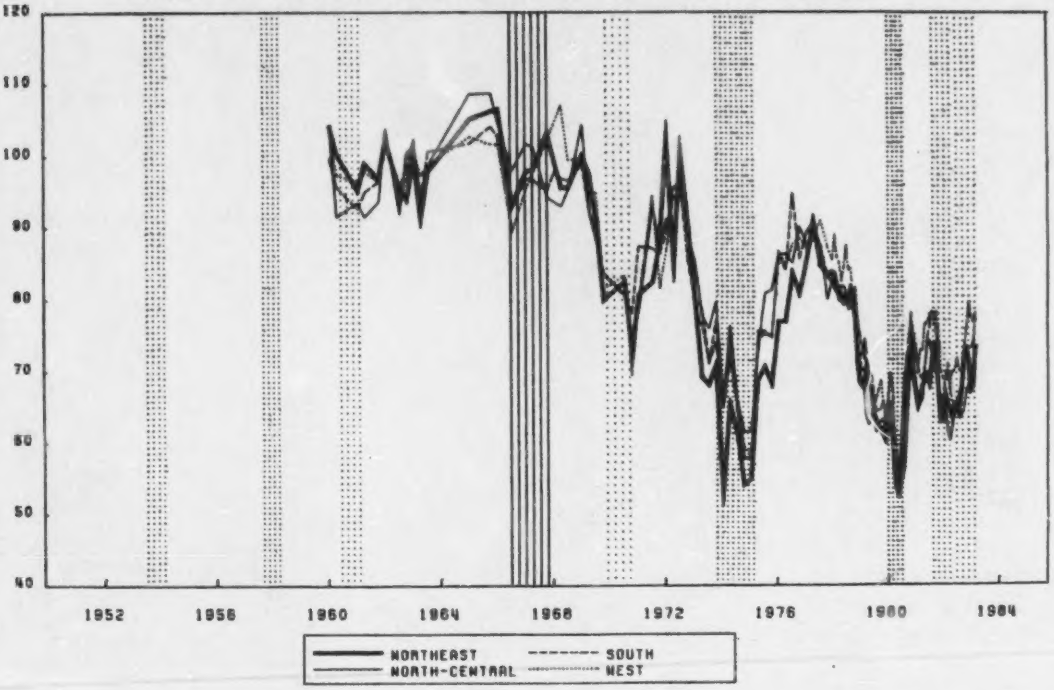

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

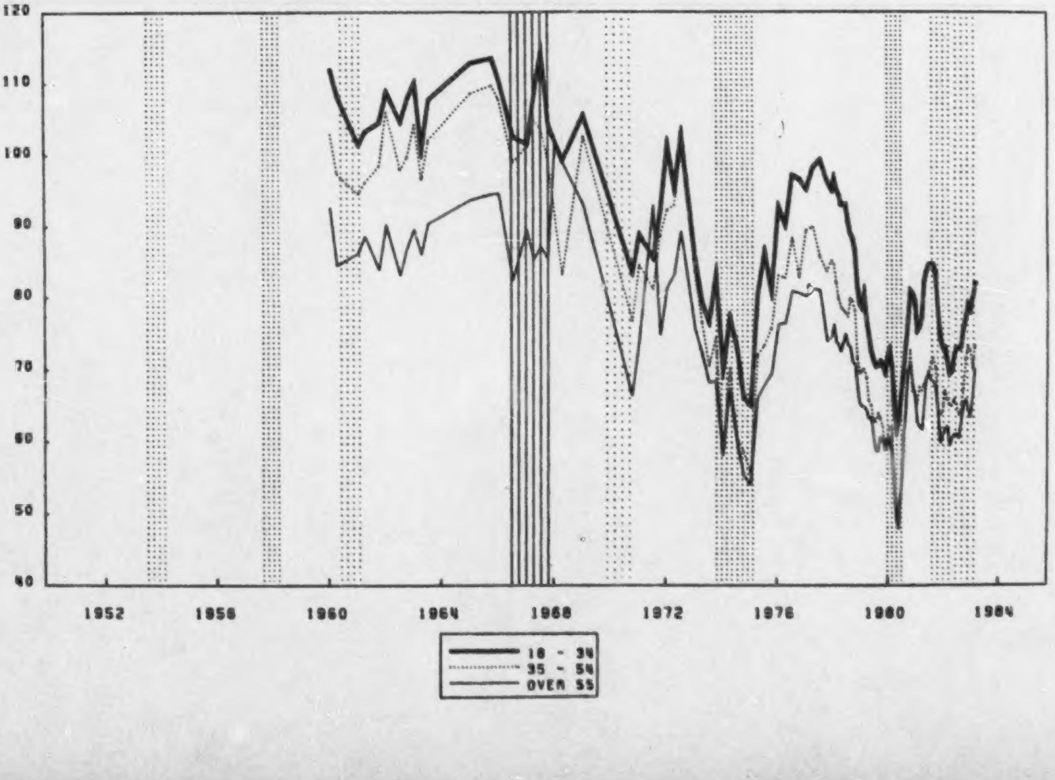

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
March	1980	54.4	57.3	56.7	56.9	61.4	56.2	50.7
April	1980	50.9	58.0	50.7	51.5	60.5	43.6	51.8
May	1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June	1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

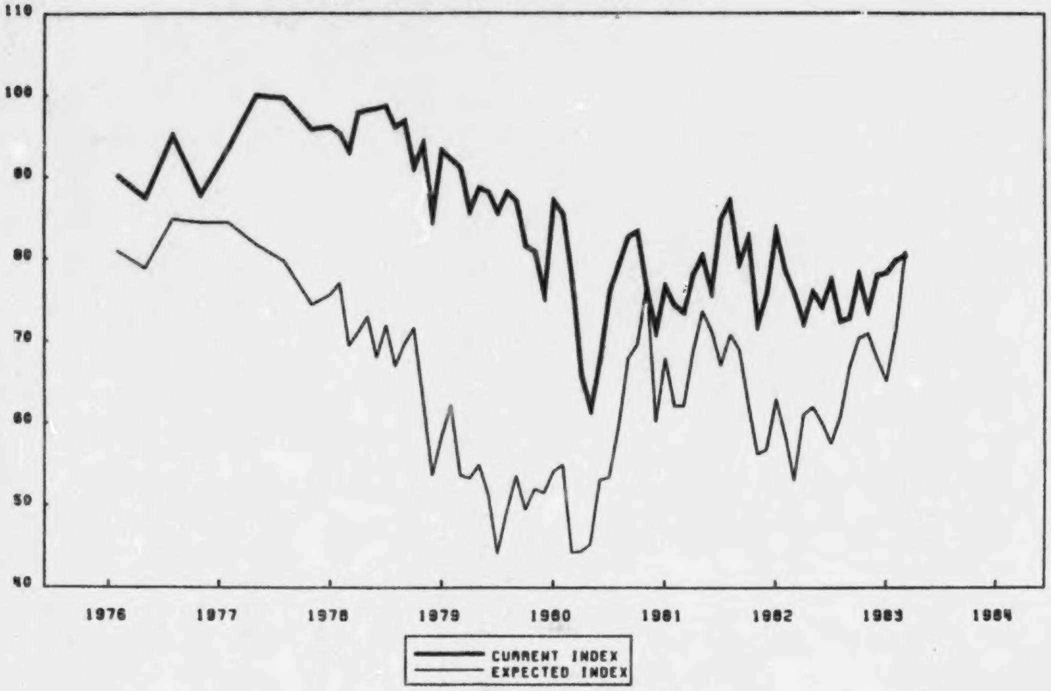

CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

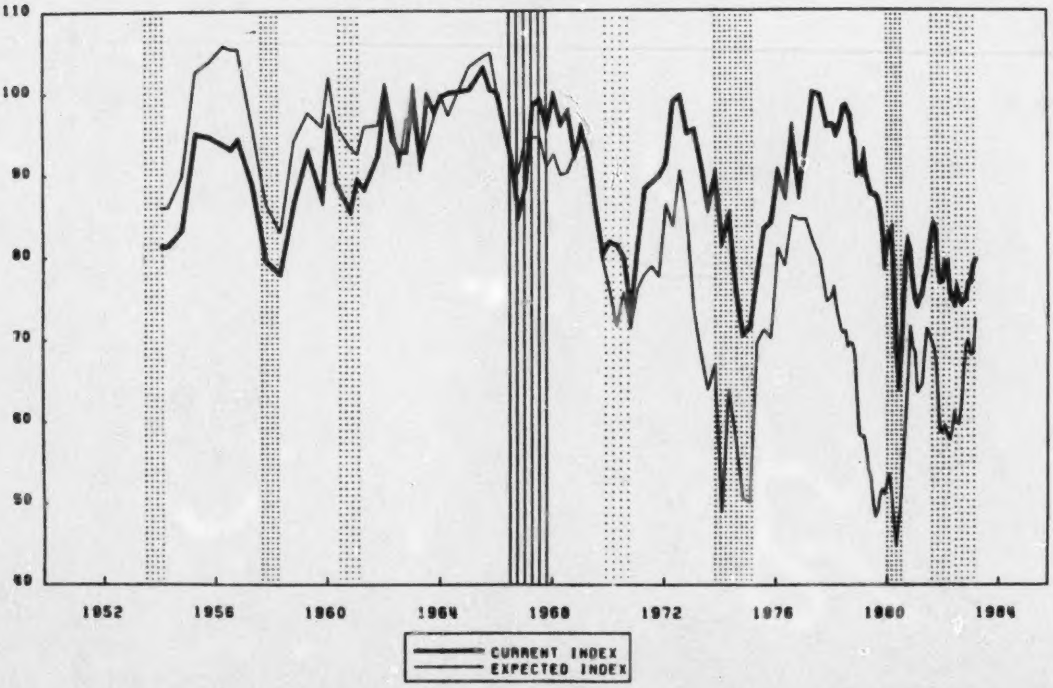

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
	Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
March 1980	76	92	38	41	116	75.3	44.3
April 1980	73	94	32	45	94	65.8	44.4
May 1980	79	100	31	44	77	61.7	45.3
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

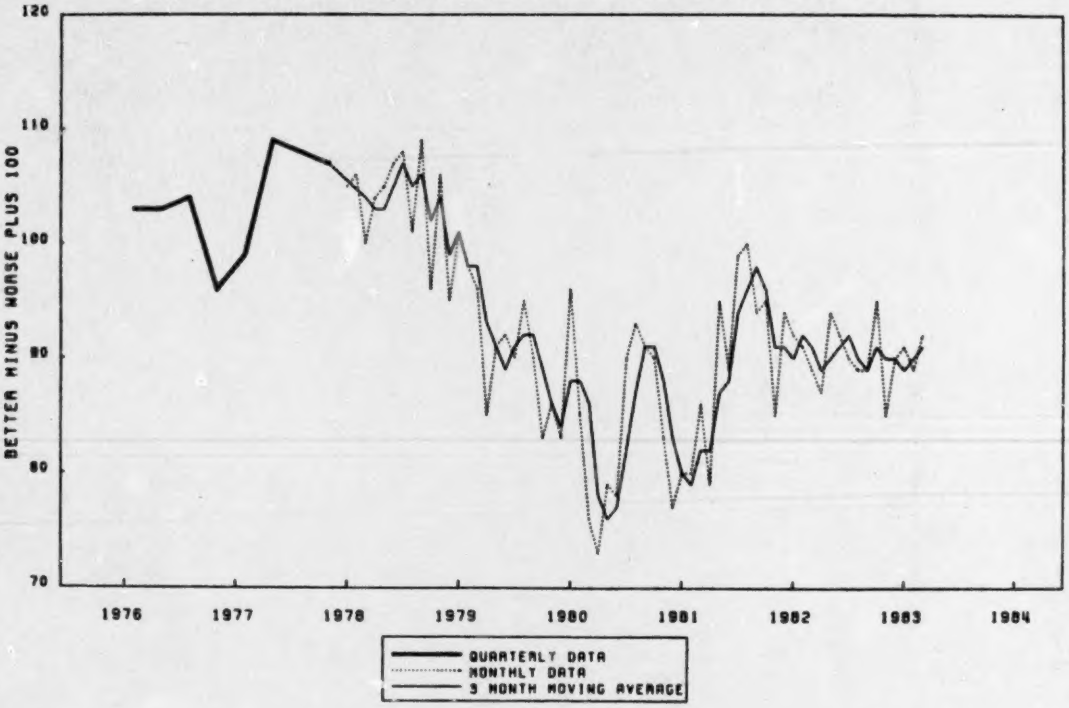

CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

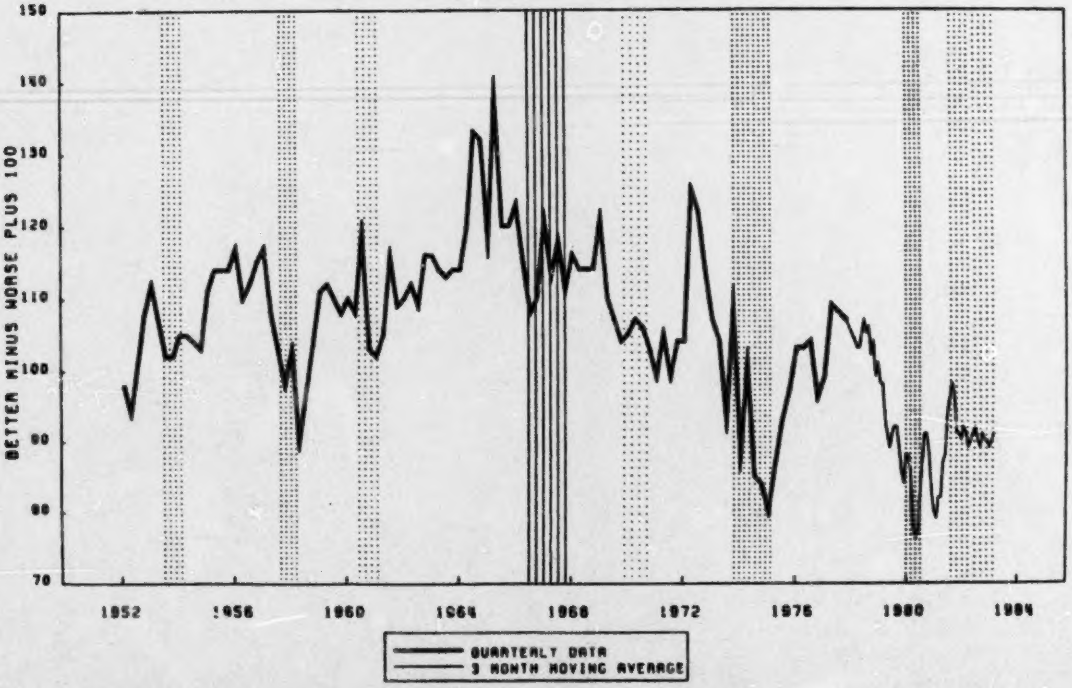

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
BETTER OFF	31%	27%	31%	30%	31%	29%	31%	34%	31%	28%	29%	30%	31%
SAME	27	33	32	32	28	30	27	27	23	34	33	29	30
WORSE OFF	42	40	37	38	41	40	42	39	46	38	38	41	39
DK,NA	*	*	*	*	*	1	*	*	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

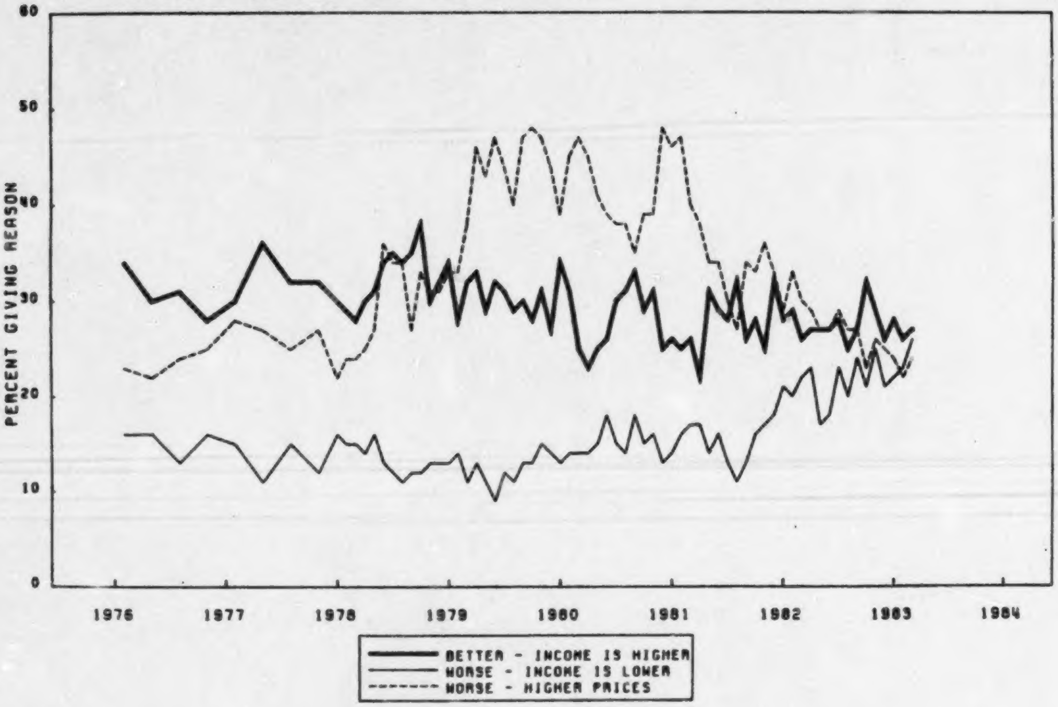

CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

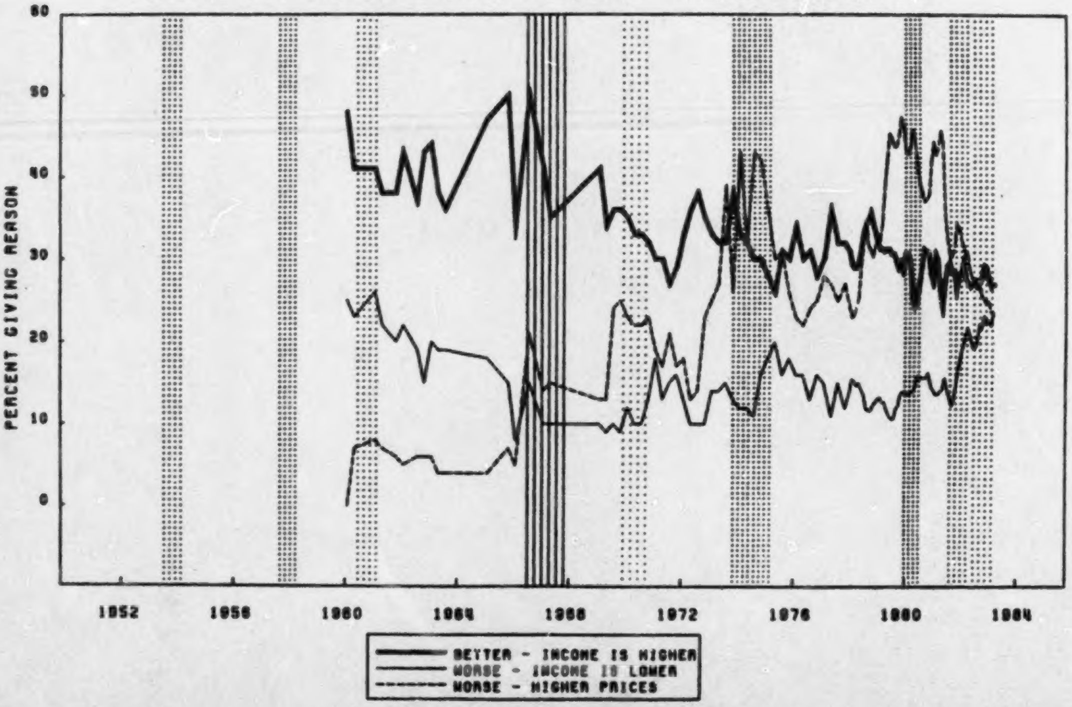

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	26%	27%	27%	27%	28%	25%	27%	32%	29%	26%	28%	26%	27%
WORSE OFF THAN YEAR AGO:													
Income is lower	22	23	17	18	23	20	24	21	25	21	22	23	26
Higher prices	30	29	27	27	29	27	27	23	26	25	24	22	24

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

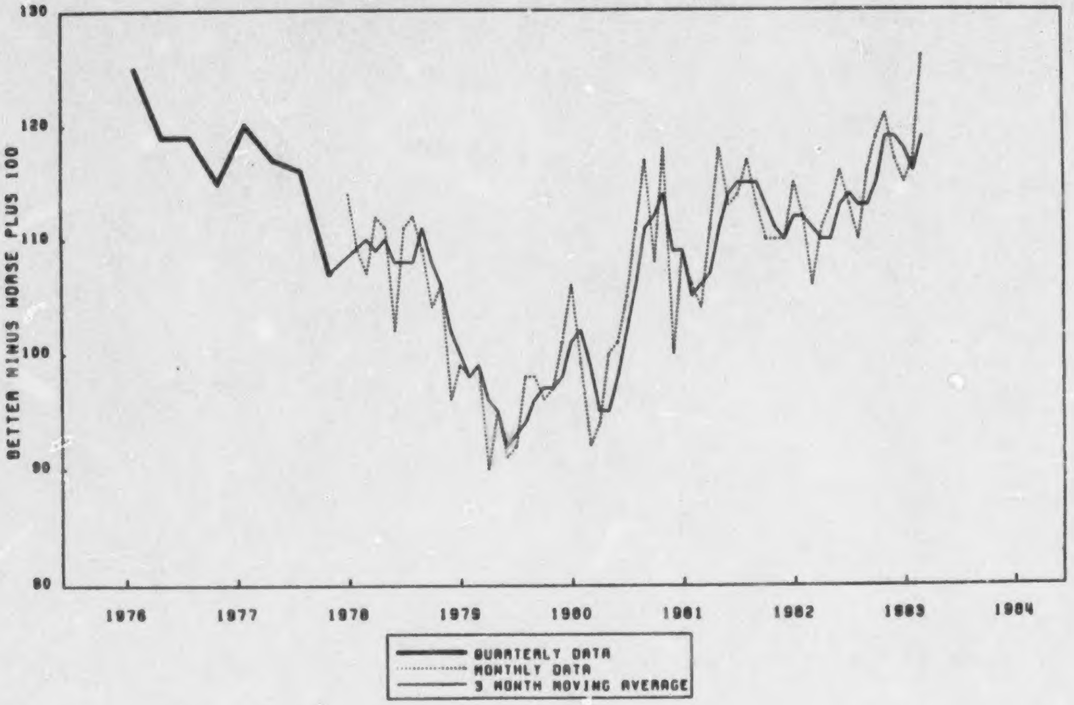

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

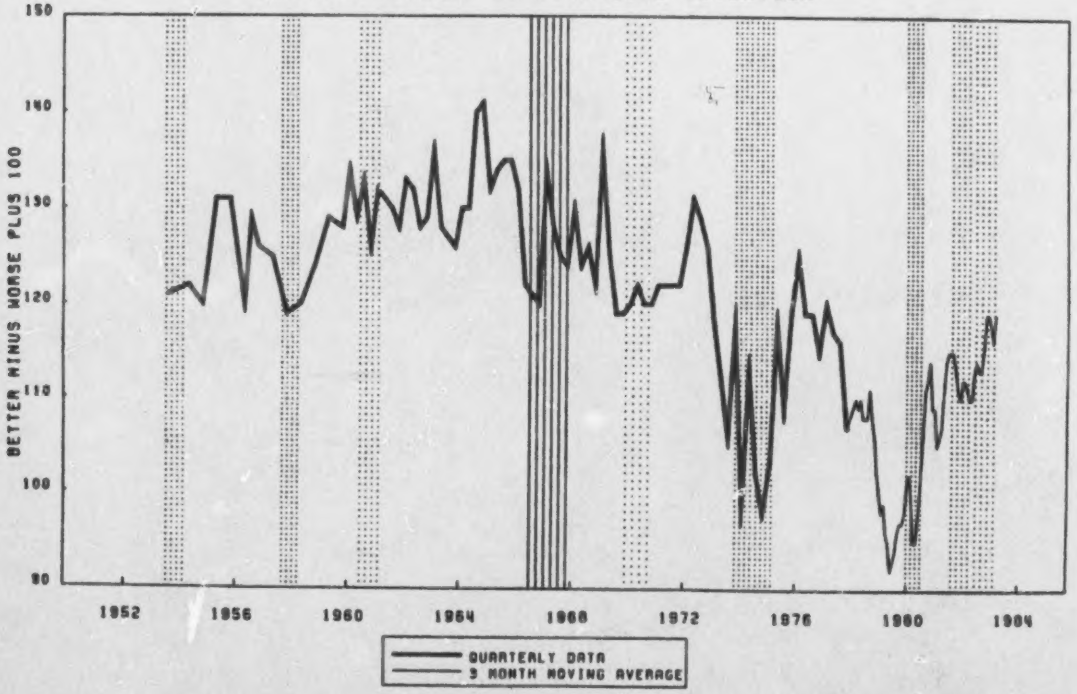

CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
BETTER OFF	27%	31%	30%	34%	30%	30%	33%	35%	37%	34%	34%	33%	39%
SAME	48	45	49	45	49	46	48	45	43	46	44	47	46
WORSE OFF	21	20	17	18	17	20	17	16	16	17	19	16	13
DK,NA	4	4	4	3	4	4	2	4	4	3	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

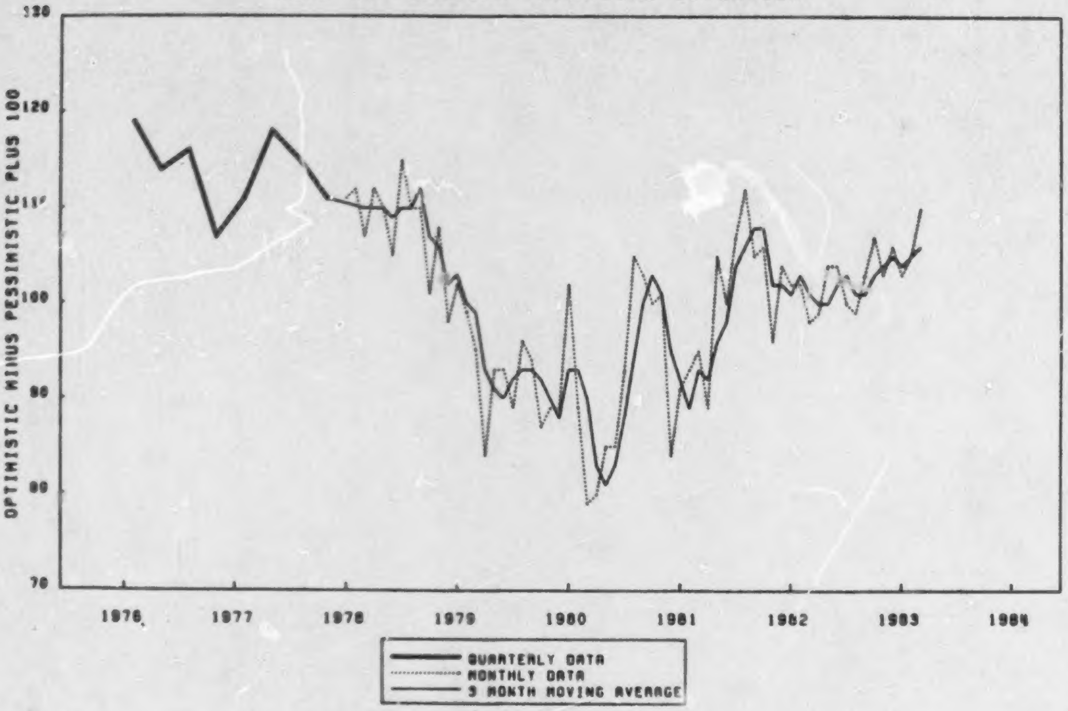

CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

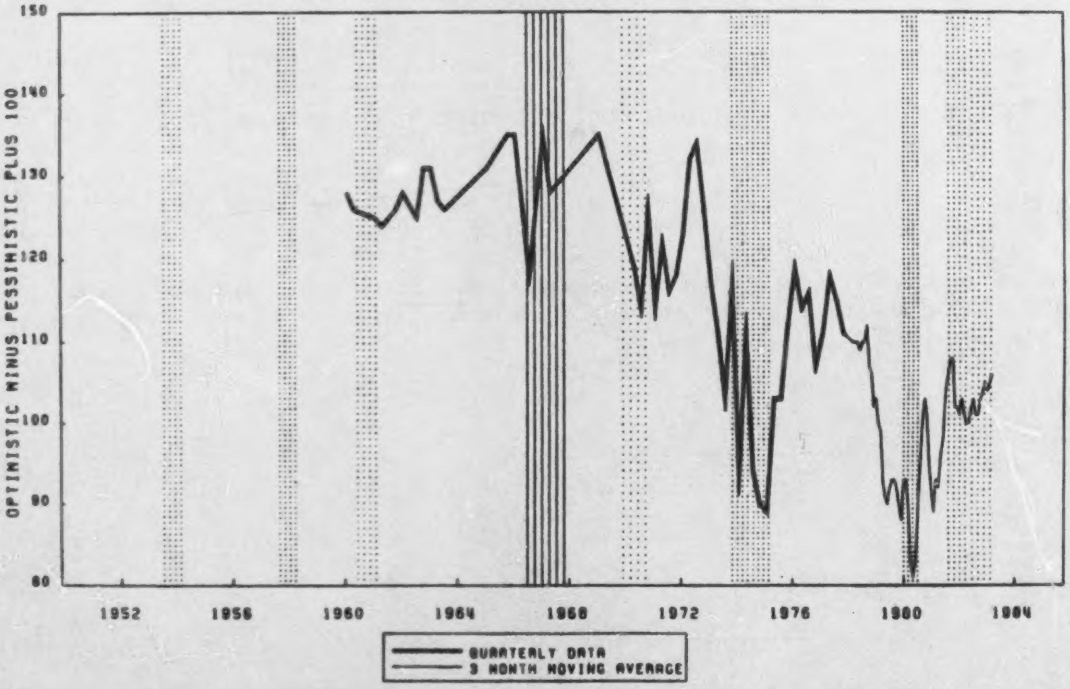

TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	11%	12%	14%	14%	15%	15%	15%	18%	16%	14%	15%	13%	16%
Intermittent increase (b)	22	20	23	22	19	18	21	20	19	22	20	22	22
Remain unchanged (c)	14	17	17	16	17	18	16	14	12	18	16	16	16
Intermittent decline (d)	22	21	22	23	23	21	22	21	22	18	21	20	21
Continuous decline (e)	13	12	11	9	11	13	11	10	10	12	11	10	7
Mixed change (f)	14	14	9	13	11	11	12	12	18	13	13	14	16
DK,NA	4	4	4	3	4	4	3	5	3	3	4	5	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

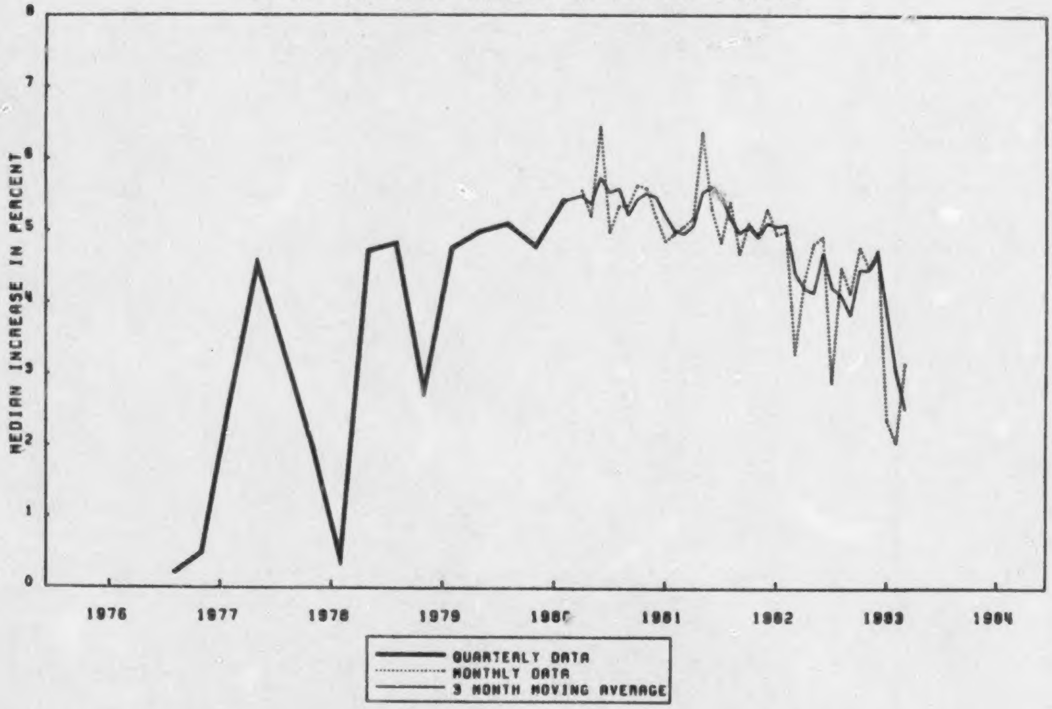

TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
EXPECT INCREASE:													
1-4%	5%	7%	5%	6%	9%	8%	6%	7%	6%	6%	11%	7%	7%
5%	8	10	9	11	8	7	9	9	9	10	9	9	10
6-9%	9	8	11	13	10	12	9	11	7	9	8	8	10
10-24%	19	19	20	20	17	18	21	18	19	22	13	16	16
25% or more	7	7	8	7	6	7	7	8	9	7	7	8	7
DK how much up	6	6	7	4	6	6	4	7	6	4	6	4	5
EXPECT SAME	25	24	24	21	27	24	30	23	27	24	28	30	26
EXPECT DOWN	18	18	15	17	16	15	13	14	14	17	17	16	17
DK,NA	3	1	1	1	1	3	1	3	3	1	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

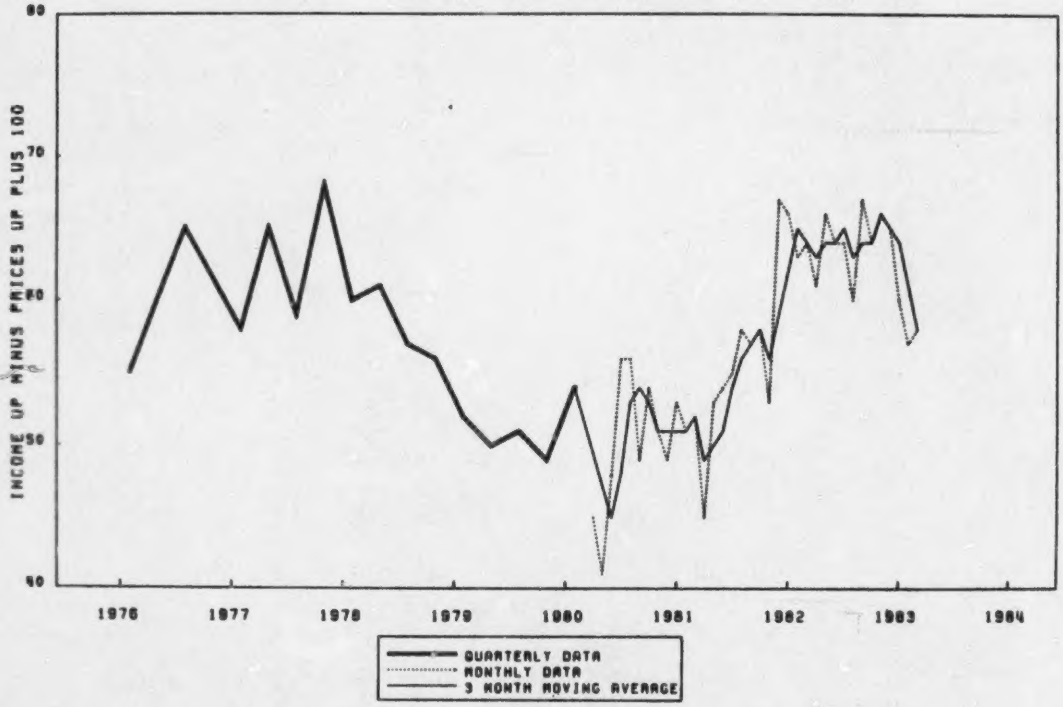

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
INCOME UP MORE	16%	14%	18%	16%	17%	14%	17%	18%	16%	14%	14%	14%	16%
INCOME UP SAME	31	32	29	31	29	30	32	27	33	35	30	27	25
PRICES UP MORE	52	53	52	52	53	54	50	54	50	49	54	57	58
DK,NA	1	1	1	1	1	2	1	1	1	2	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

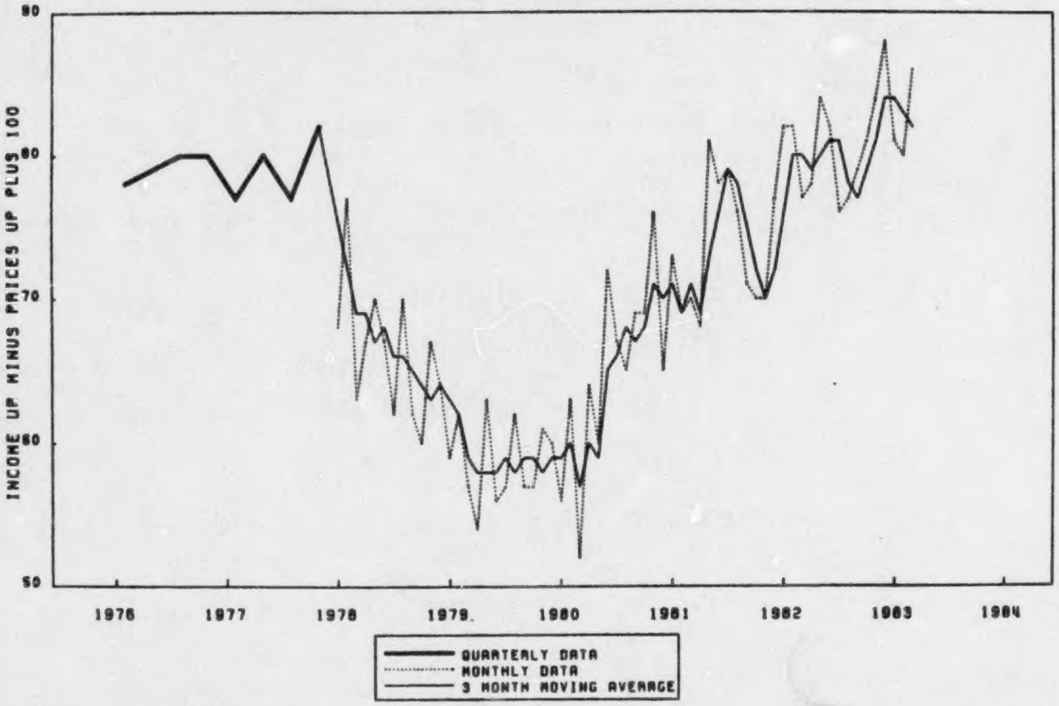

TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
INCOME UP MORE	16%	17%	19%	18%	16%	17%	20%	18%	19%	21%	19%	16%	21%
INCOME UP SAME	41	42	43	43	41	40	37	42	42	44	40	44	41
PRICES UP MORE	39	39	35	36	40	40	41	37	35	33	38	36	35
DK,NA	4	2	3	3	3	3	2	3	4	2	3	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

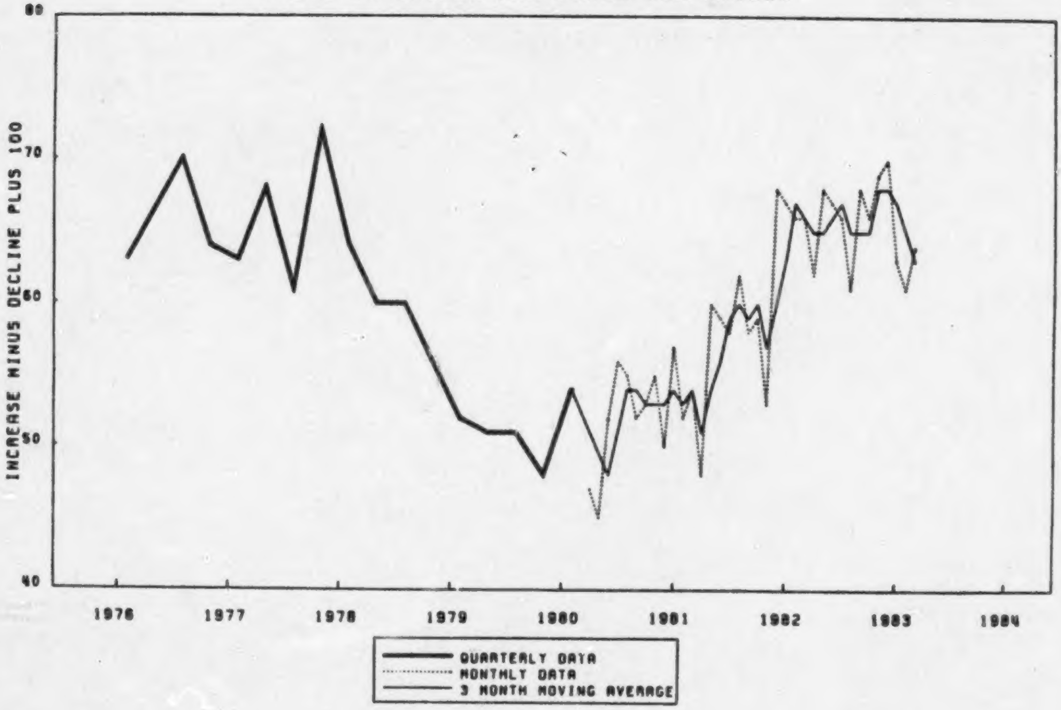

TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	7%	8%	10%	8%	8%	8%	9%	9%	9%	8%	8%	8%	10%
Intermittent increase (b)	10	9	8	11	11	8	12	10	10	11	9	8	8
Remain unchanged (c)	20	19	20	19	19	19	18	17	19	21	18	17	15
Intermittent decline (d)	21	25	24	24	21	23	21	23	25	25	24	27	27
Continuous decline (e)	30	30	26	28	32	32	32	30	25	24	30	28	27
Mixed change (f)	8	6	9	7	5	6	5	8	7	7	7	7	9
DK,NA	4	3	3	3	4	4	3	3	5	4	4	5	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

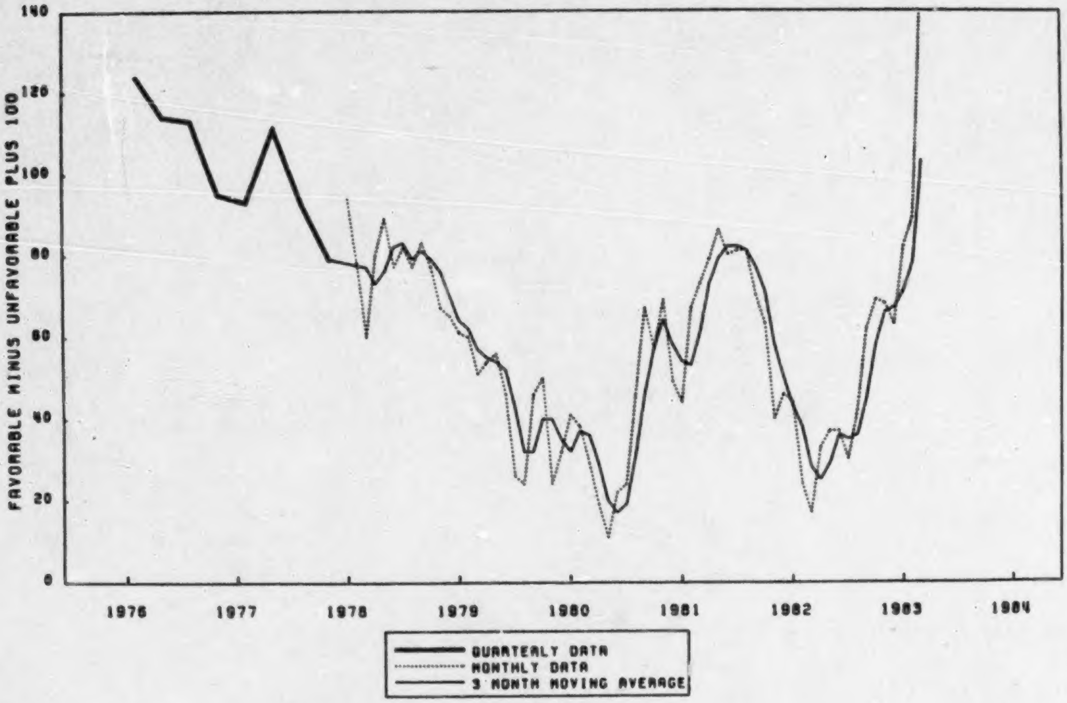

CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

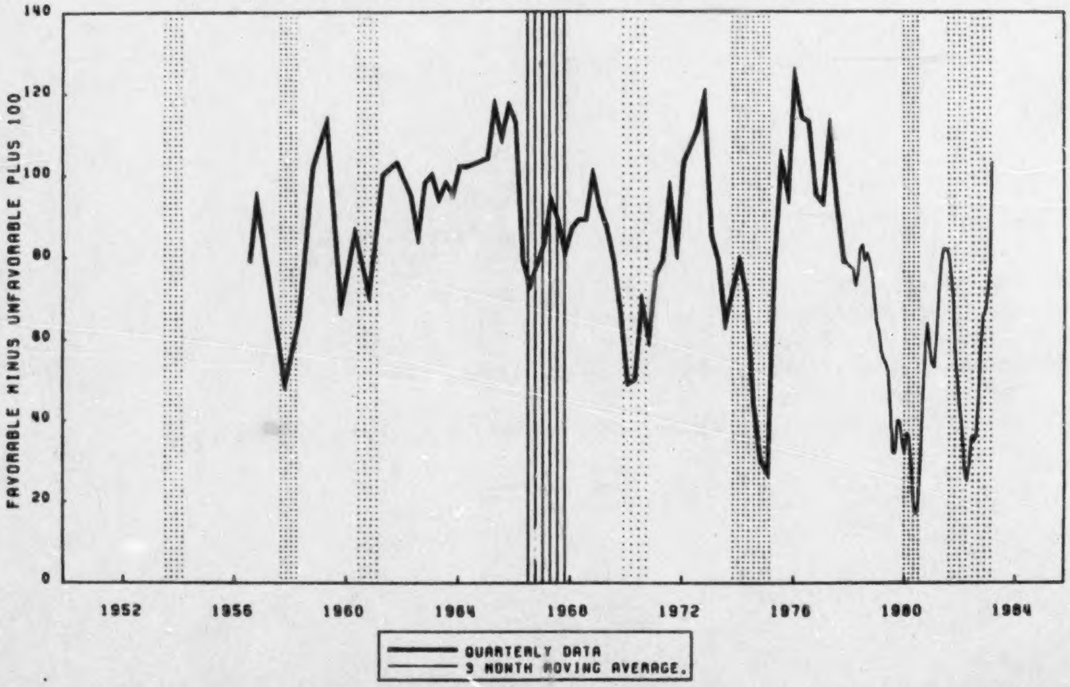

TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
FAVORABLE NEWS	18%	23%	23%	24%	20%	28%	40%	39%	40%	39%	47%	49%	79%
UNFAVORABLE NEWS	101	90	86	87	90	86	78	70	72	76	65	60	40
NO MENTIONS	26	29	31	31	31	26	26	29	29	27	28	32	28

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

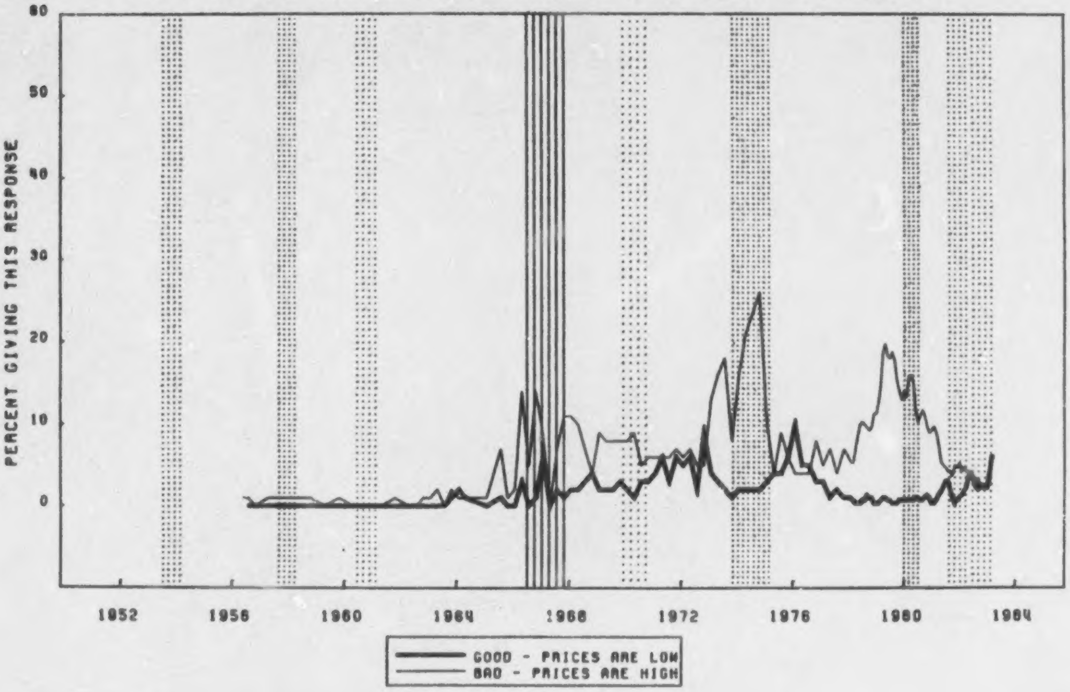

CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

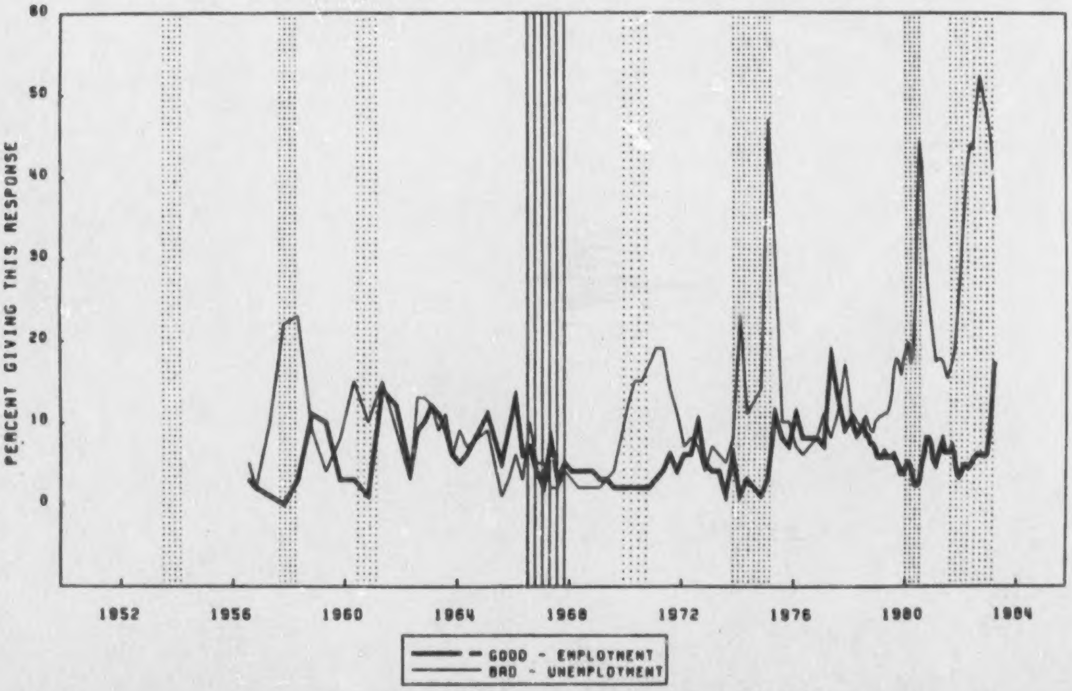

TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
FAVORABLE NEWS:													
Government; elections	4%	2%	2%	2%	2%	1%	3%	1%	2%	2%	3%	2%	2%
Employment	4	4	6	6	5	7	6	5	6	7	12	17	22
Consumer demand high	*	2	2	3	2	3	1	2	2	3	4	6	8
Prices are low	2	4	5	3	2	2	2	3	2	2	3	6	9
Credit is easy	3	5	3	2	3	9	17	17	18	15	15	9	17
UNFAVORABLE NEWS:													
Government; elections	7	5	4	4	4	4	4	3	2	3	3	4	2
Unemployment	46	41	45	44	52	53	52	48	47	49	43	39	24
Consumer demand low	12	11	8	9	8	6	5	5	7	8	5	3	3
Prices are high	5	4	4	4	3	3	4	1	3	2	3	3	2
Credit is tight	10	10	6	8	9	6	3	3	1	1	2	1	*
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

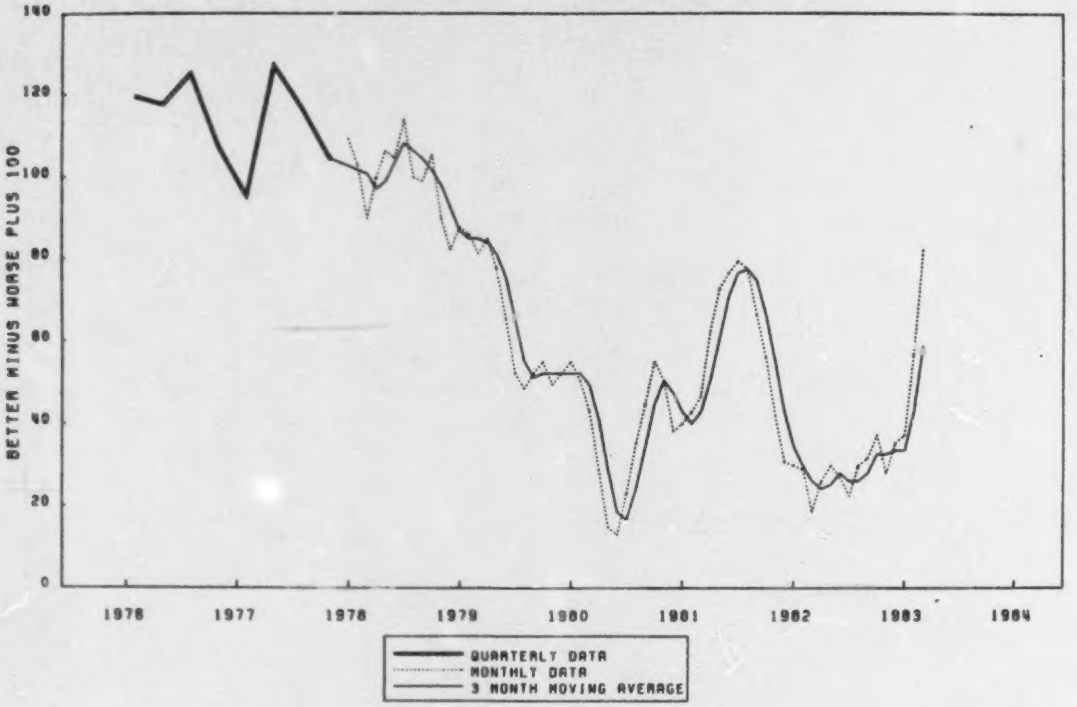

CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

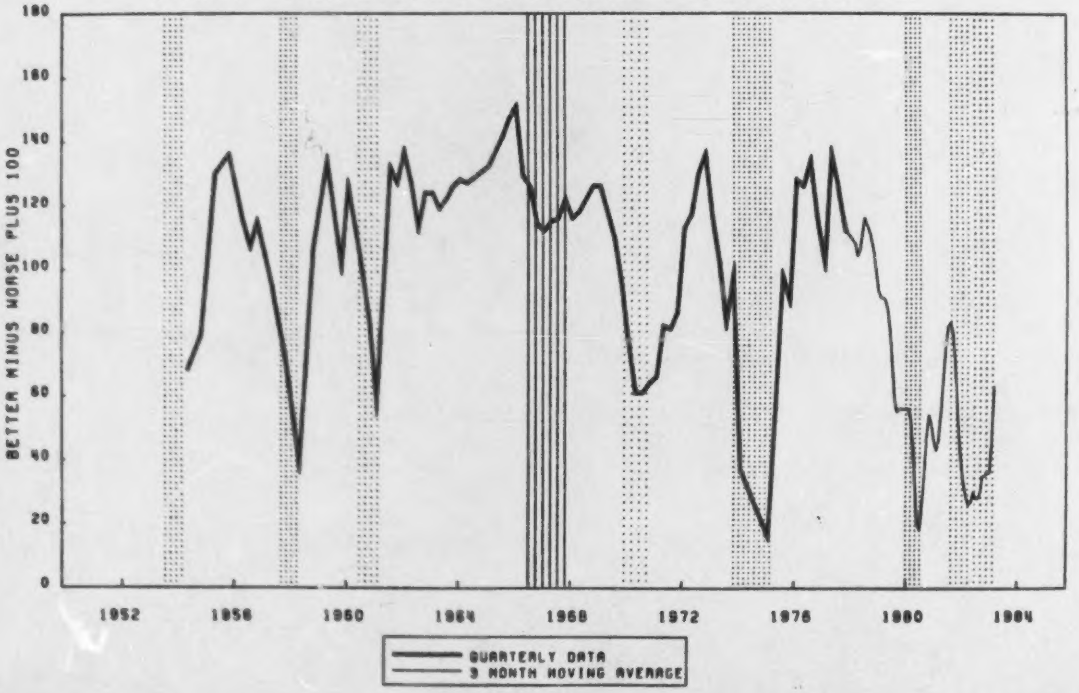

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
BETTER NOW	7%	9%	12%	11%	7%	12%	13%	15%	12%	14%	16%	26%	39%
SAME	5	9	6	6	8	6	8	9	5	9	8	8	10
WORSE NOW	87	81	80	82	83	80	79	75	82	76	76	65	51
DK,NA	1	1	2	1	2	2	*	1	1	1	*	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

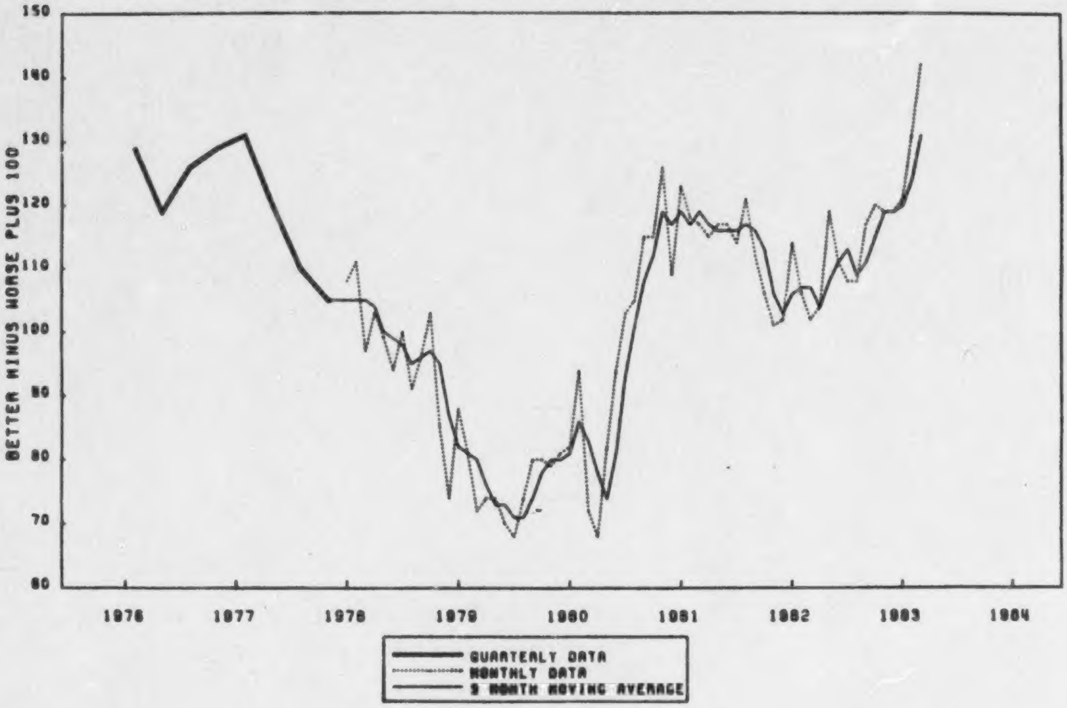

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

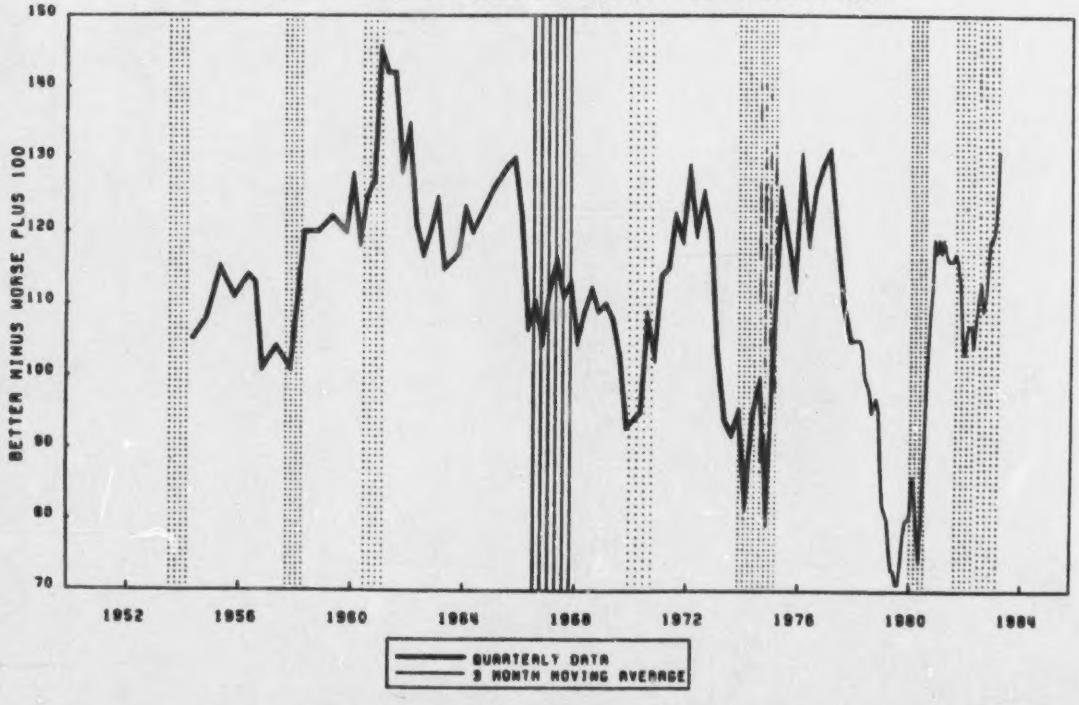

CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
BETTER	29%	32%	39%	37%	33%	31%	36%	40%	38%	39%	38%	45%	51%
SAME	42	38	39	34	41	43	43	36	41	41	43	40	39
WORSE	27	28	20	26	25	23	19	20	19	20	17	14	9
DK,NA	2	2	2	3	1	3	2	4	2	*	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

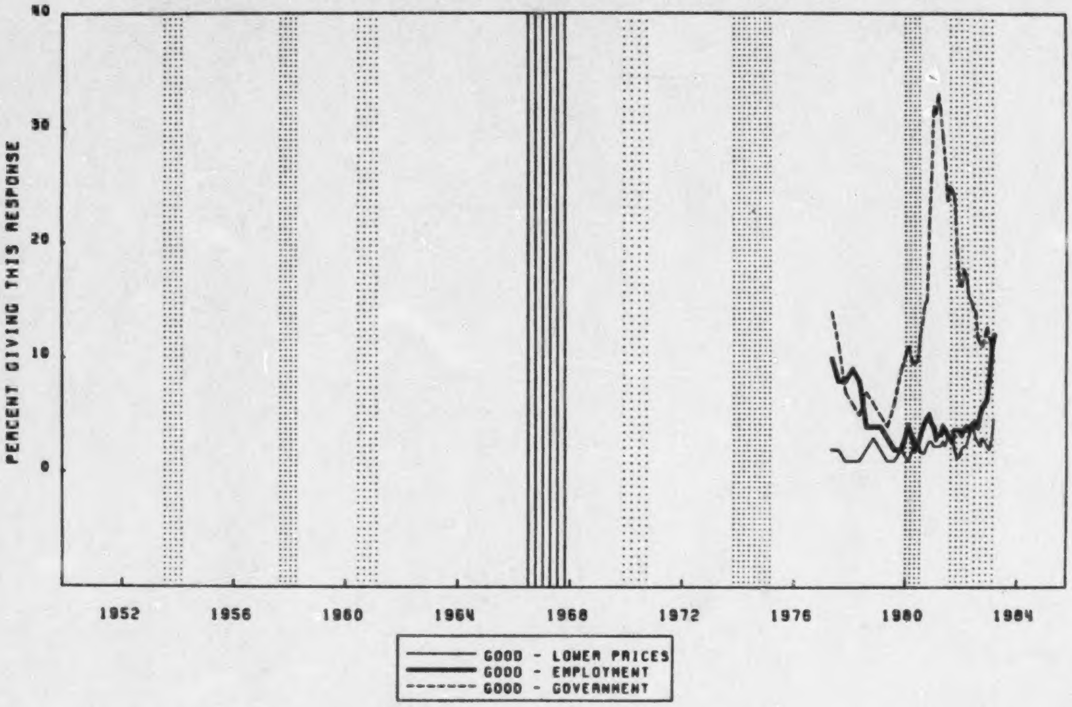

CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

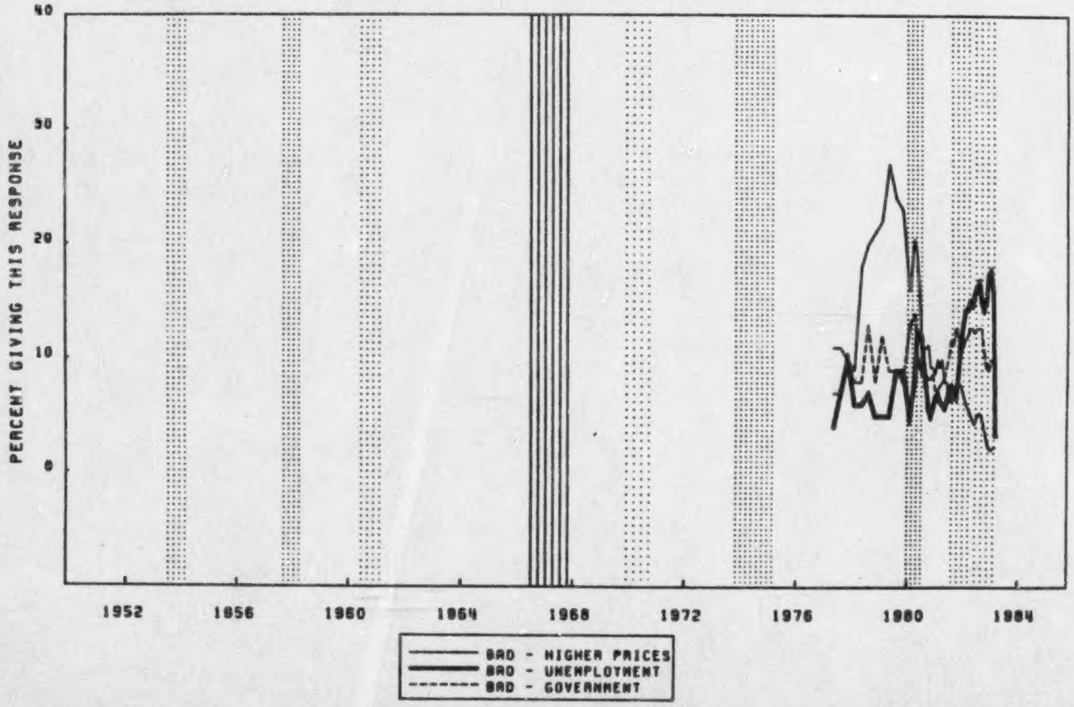

TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
FAVORABLE REASONS:													
Government; elections	13%	14%	18%	11%	13%	11%	11%	11%	14%	13%	8%	11%	10%
Employment	3	4	5	4	4	4	7	6	5	8	11	13	12
Higher consumer demand	3	3	4	6	3	3	3	4	4	6	5	7	6
Lower prices	2	5	4	3	2	2	3	4	1	2	3	4	7
Easier credit	7	7	10	9	5	8	13	15	12	12	12	12	13
UNFAVORABLE REASONS:													
Government; elections	13	13	12	12	14	12	12	8	8	11	11	7	5
Unemployment	15	14	15	18	16	16	13	14	18	20	15	13	10
Lower consumer demand	9	7	4	6	5	3	5	3	5	5	4	4	2
Higher prices	6	4	4	5	6	5	4	3	2	2	2	3	2
Tighter credit	7	5	6	10	9	6	7	3	3	2	2	2	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

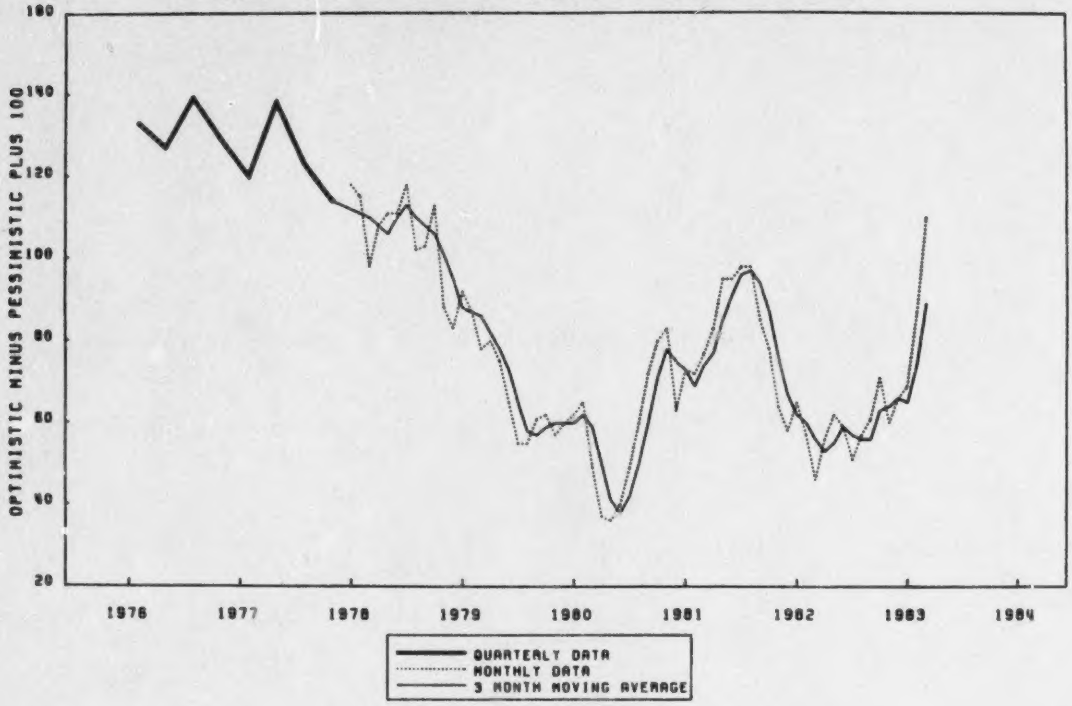

CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

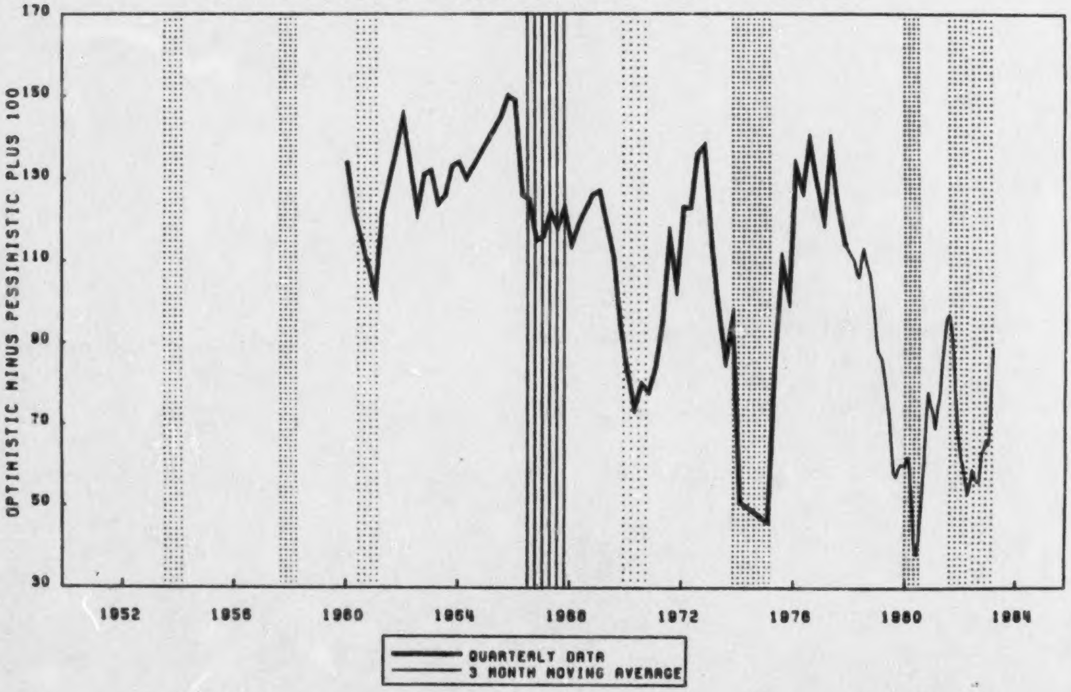

TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
TREND:													
Continuous increase (a)	4%	5%	8%	6%	5%	7%	8%	10%	8%	8%	11%	18%	28%
Intermittent increase (b)	5	7	6	6	5	7	6	9	7	9	9	11	15
Remain unchanged (c)	2	4	3	2	3	3	4	3	1	4	3	4	4
Intermittent decline (d)	37	30	33	29	36	35	36	29	37	33	35	29	25
Continuous decline (e)	26	26	19	24	23	22	17	19	18	18	16	13	8
Mixed change (f)	23	24	28	30	25	22	27	26	27	27	24	23	18
DK,NA	3	4	3	3	3	4	2	4	2	1	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

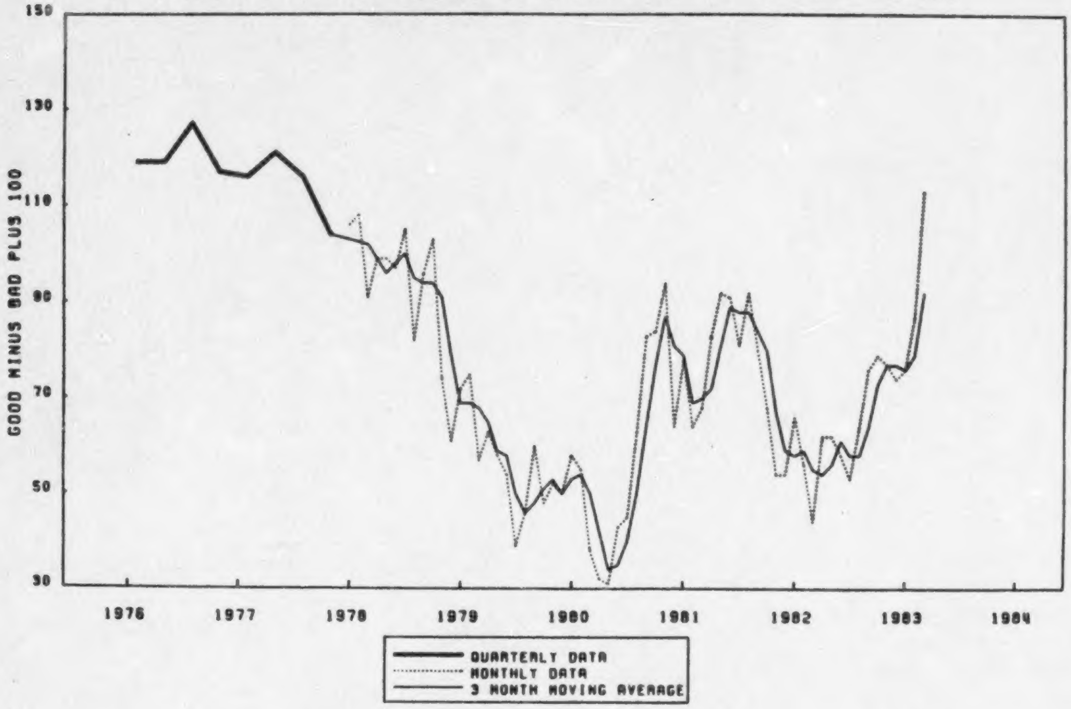

CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

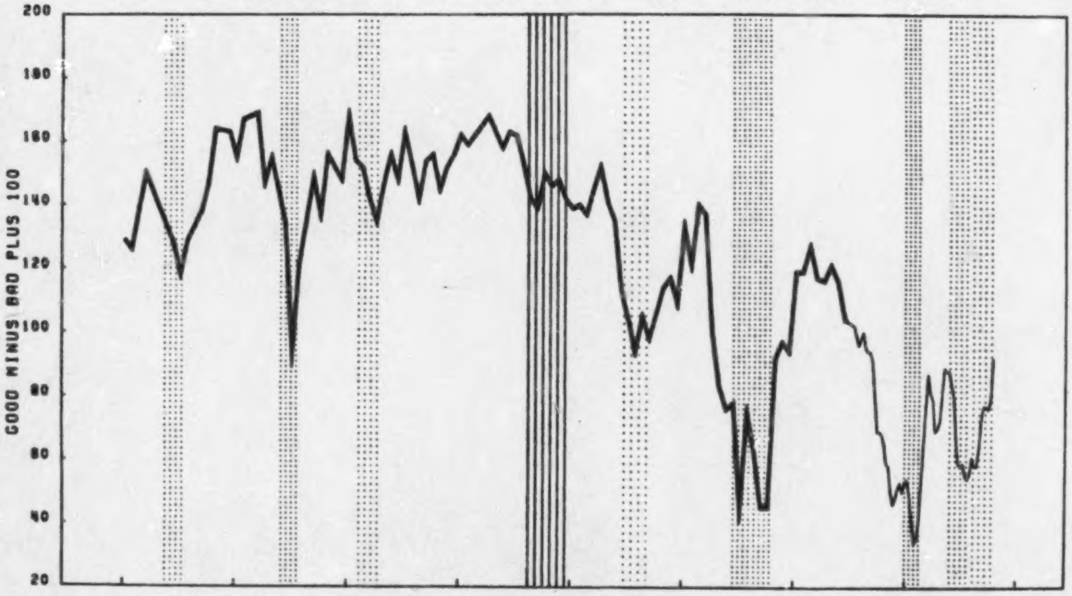

TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIMES	17%	28%	27%	25%	23%	26%	33%	35%	33%	32%	34%	39%	52%
UNCERTAIN; GOOD & BAD	2	1	1	1	2	5	4	3	4	2	1	1	2
BAD TIMES	73	66	65	67	70	62	57	56	56	58	58	52	39
DON'T KNOW	3	4	4	4	3	3	4	4	3	5	3	3	4
NOT ASCERTAINED	5	1	3	3	2	4	2	2	4	3	4	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

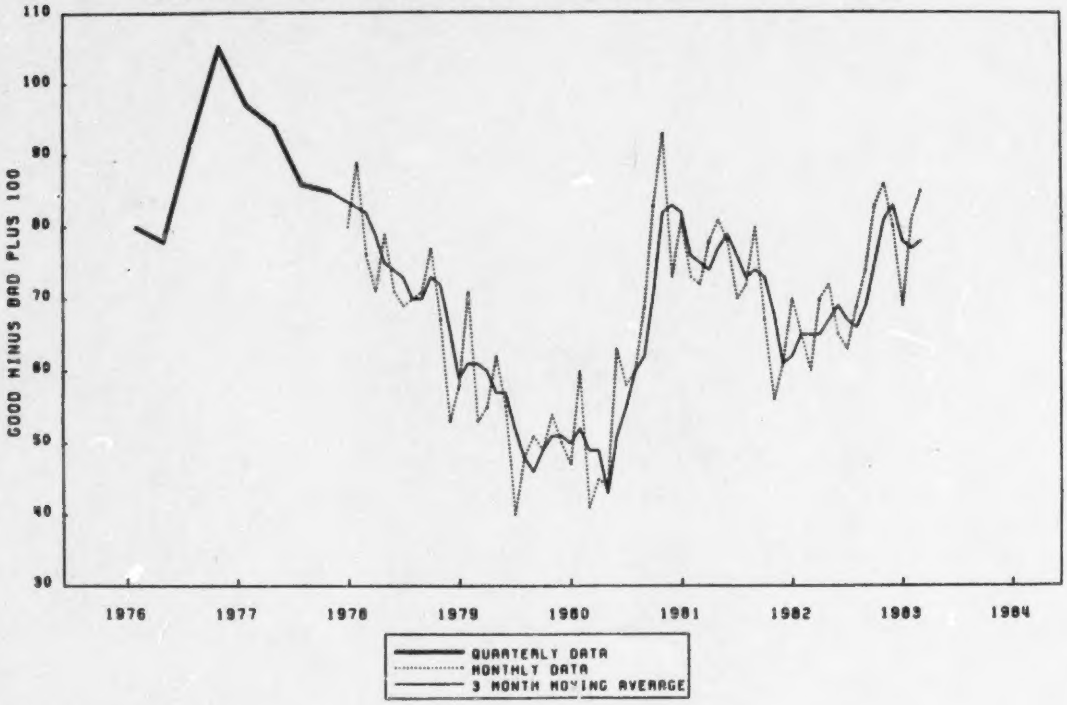

CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

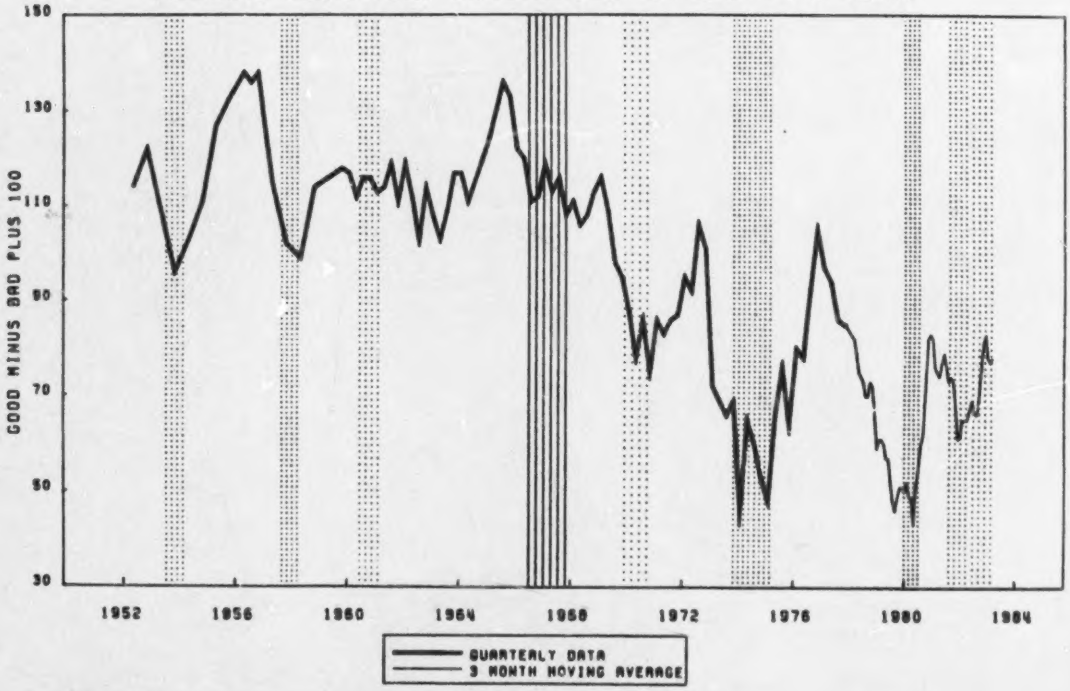

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIMES	22%	25%	27%	24%	22%	23%	28%	32%	33%	29%	26%	31%	33%
UNCERTAIN; GOOD & BAD	13	13	13	12	15	15	14	14	14	14	12	13	15
BAD TIMES	62	55	55	59	59	54	54	49	47	49	57	50	48
NOT ASCERTAINED	3	7	5	5	4	8	4	5	6	8	5	6	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

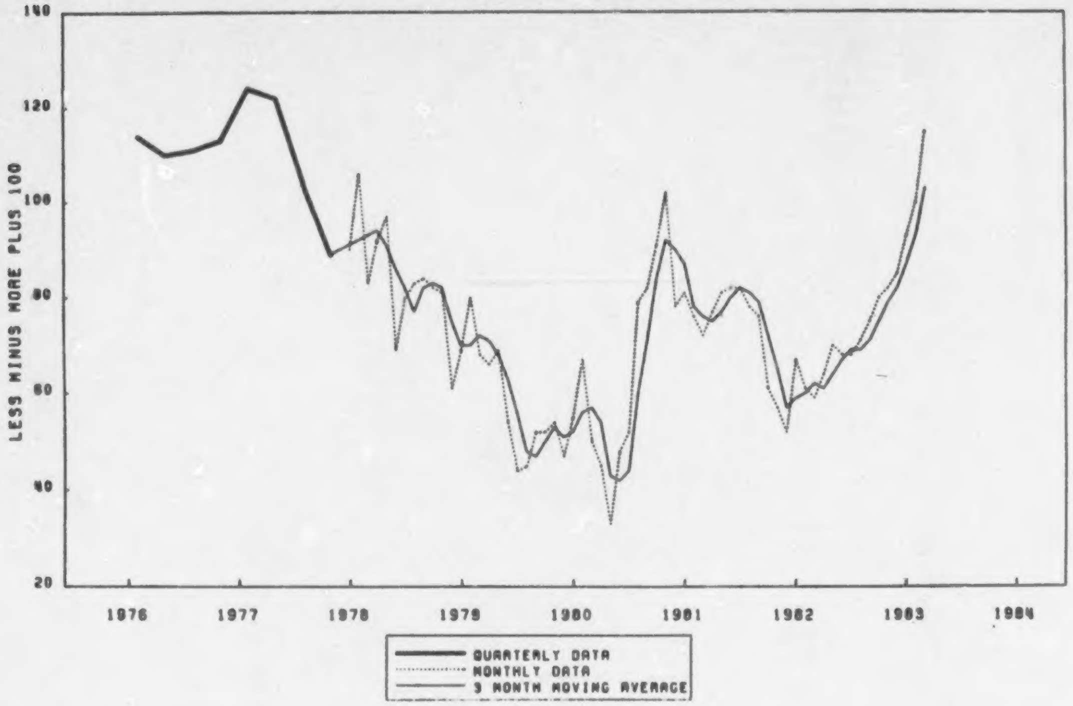

CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

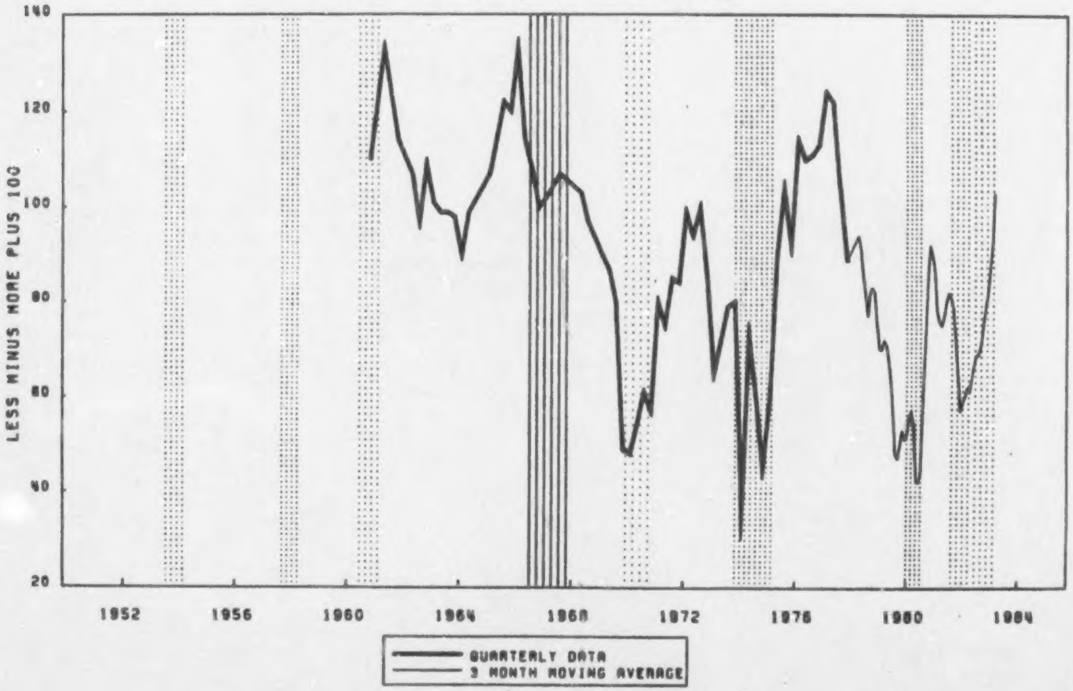

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
LESS	13%	14%	17%	16%	16%	17%	18%	21%	19%	22%	23%	29%	36%
SAME	32	34	35	35	35	35	38	36	42	40	45	41	43
MORE	54	50	47	48	48	46	43	41	37	37	30	29	21
DK,NA	1	2	1	1	1	2	1	2	2	1	2	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

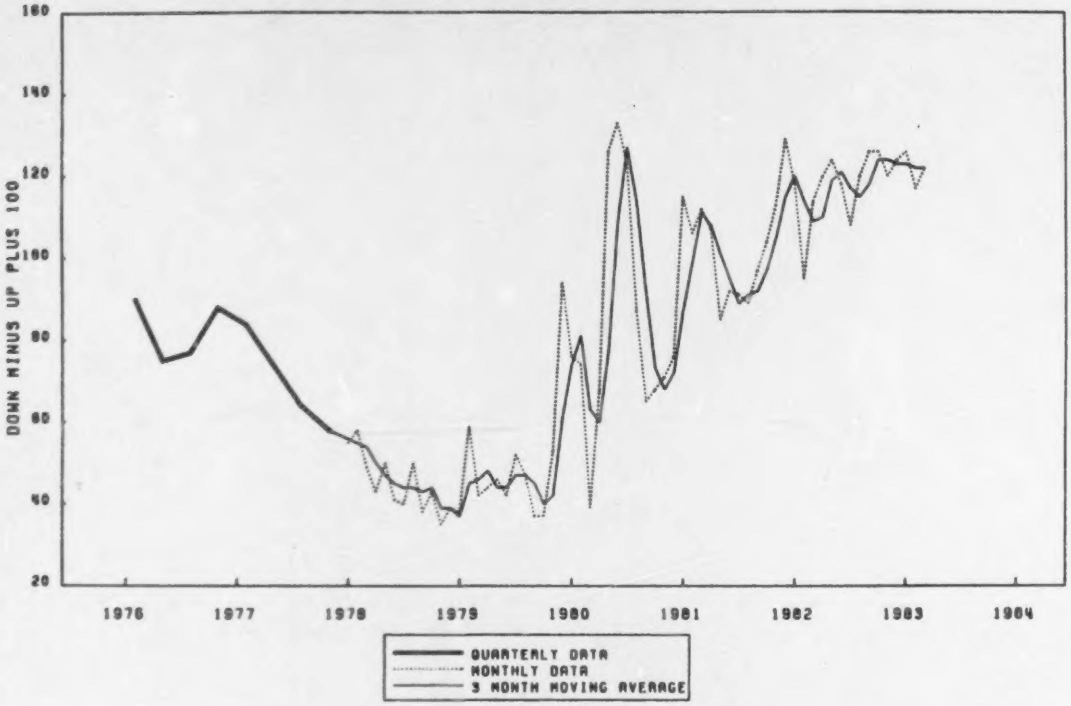

CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

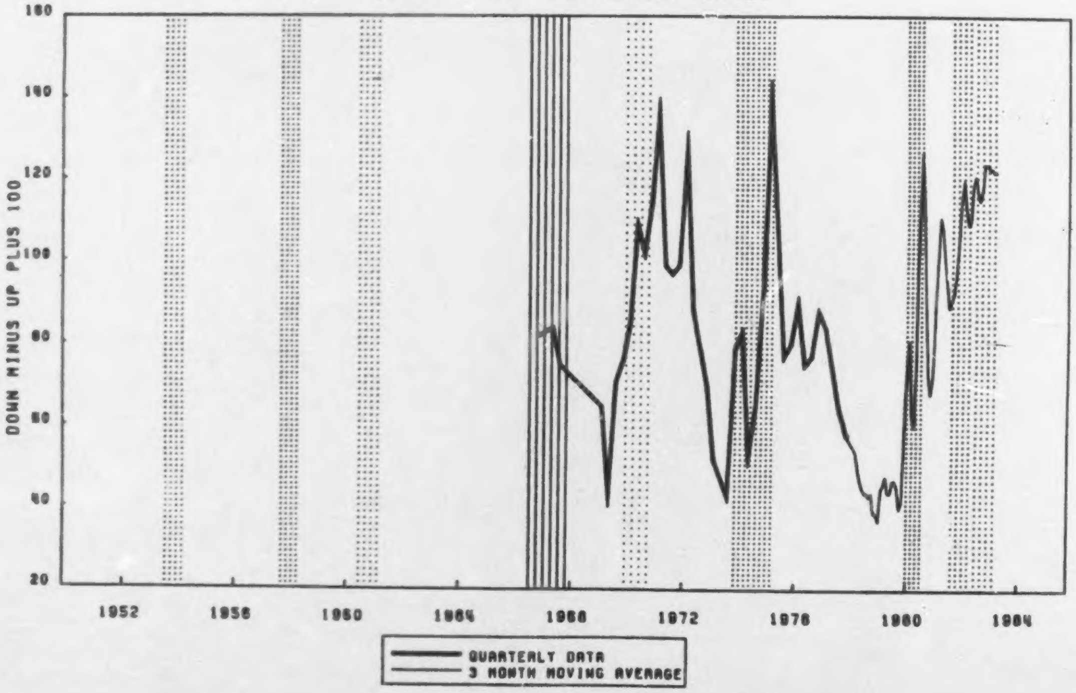

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GO UP	25%	22%	19%	21%	24%	21%	22%	22%	25%	20%	18%	24%	19%
STAY THE SAME	33	33	34	37	41	34	26	26	26	33	35	32	38
GO DOWN	39	42	43	39	32	41	48	48	45	44	44	41	41
DK,NA	3	3	4	3	3	4	4	4	4	3	3	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

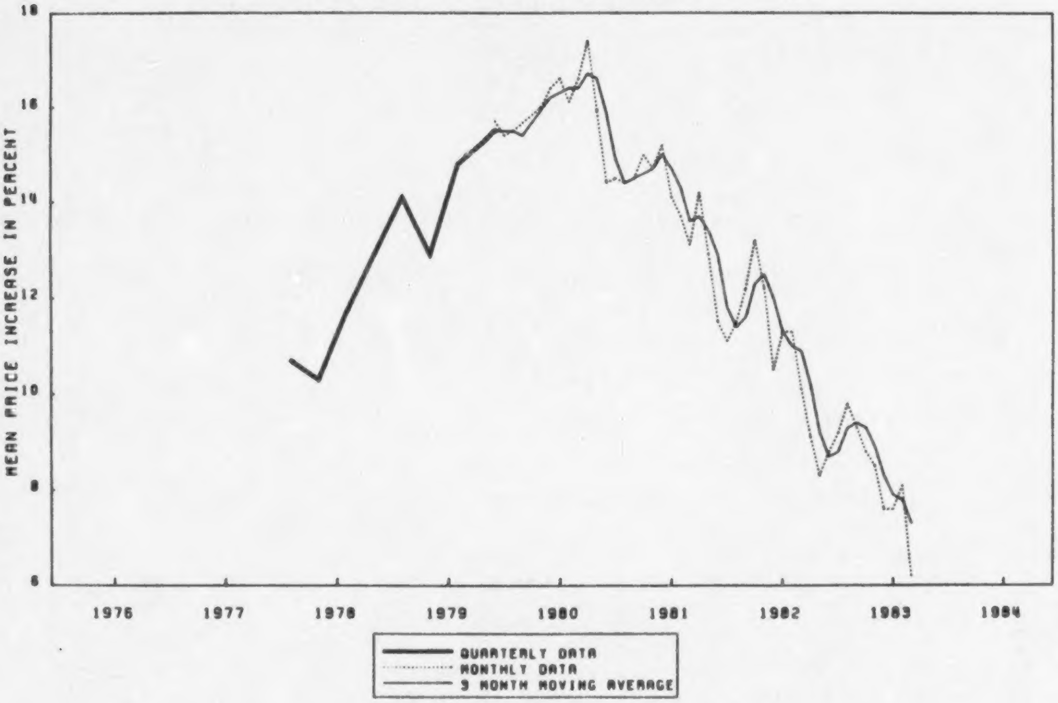

TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
SAME OR DOWN	15%	15%	23%	14%	12%	12%	16%	20%	20%	20%	23%	24%	31%
GONE UP BY:													
1-2%	5	4	2	8	6	5	6	4	5	6	7	5	6
3-4%	7	7	11	10	8	8	10	7	9	9	11	10	10
5%	13	12	12	12	14	11	12	13	15	17	17	15	12
6-9%	12	14	13	14	13	16	14	12	12	12	9	10	9
10-14%	24	24	16	21	22	24	19	22	14	17	15	14	15
15% or more	19	17	17	16	18	17	16	14	18	14	12	16	11
DK how much up	5	7	6	5	6	6	7	7	6	5	5	5	5
DK,NA	*	*	*	*	1	1	*	1	1	*	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	10.1	9.1	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2
VARIANCE	114	83	96	93	87	96	115	106	102	82	108	113	71
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up, on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

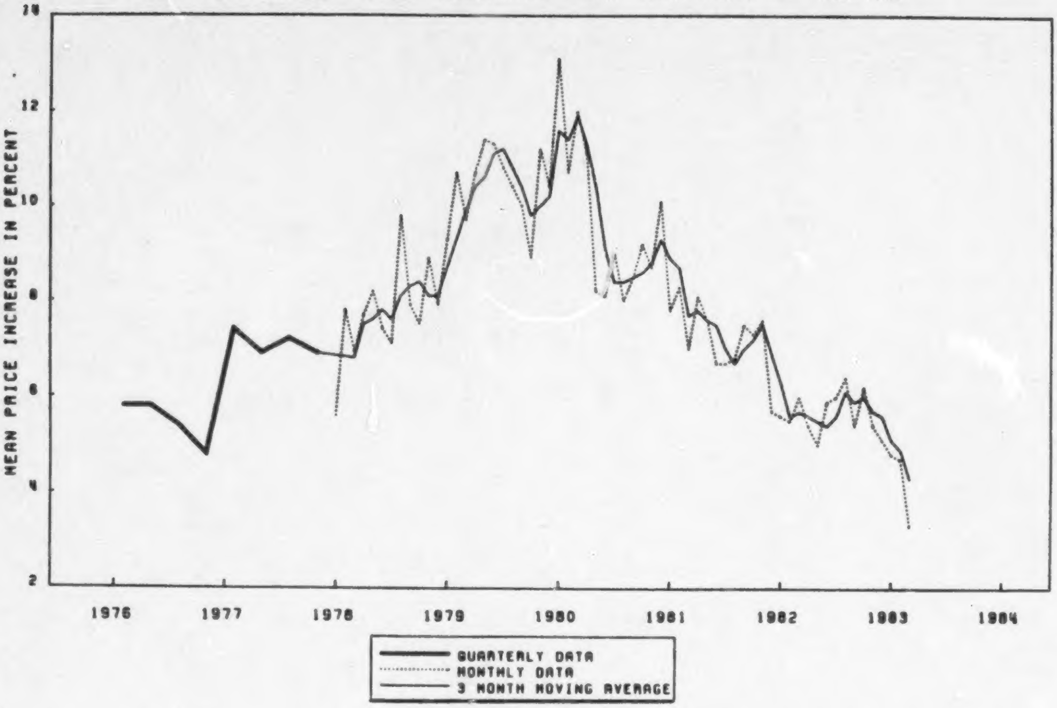

CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

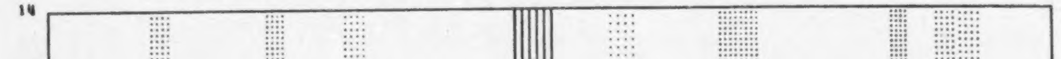

TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
SAME OR DOWN	32%	33%	36%	30%	23%	23%	31%	31%	32%	33%	35%	36%	44%
WILL GO UP BY:													
1-2%	7	4	6	7	7	8	7	5	5	6	10	8	9
3-4%	11	7	9	10	10	12	9	8	10	13	11	12	12
5%	11	16	15	14	17	16	14	14	15	15	16	15	14
6-9%	12	10	11	10	15	12	13	11	11	9	7	9	5
10-14%	12	16	8	16	14	13	12	15	12	11	9	8	8
15% or more	11	8	8	8	7	11	7	9	9	8	7	7	4
DK how much up	2	3	4	3	5	3	5	5	3	3	3	3	3
DK,NA	2	3	3	2	2	2	2	2	3	2	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	6.0	5.4	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3
VARIANCE	85	54	58	71	53	65	59	82	55	56	67	60	33
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

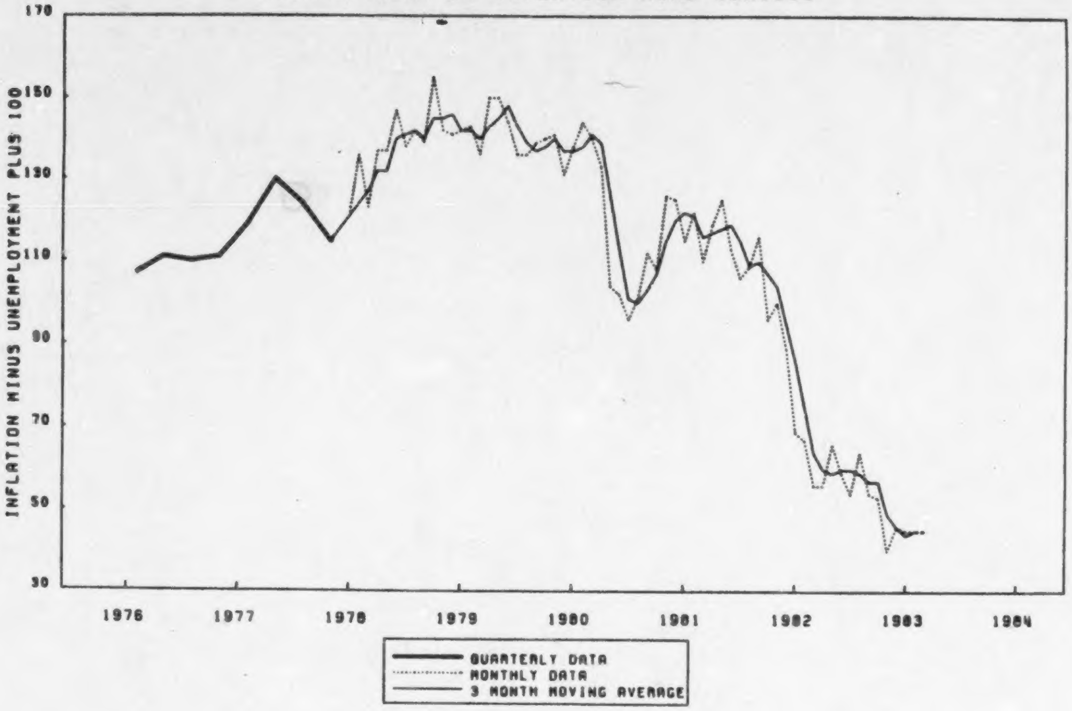

CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

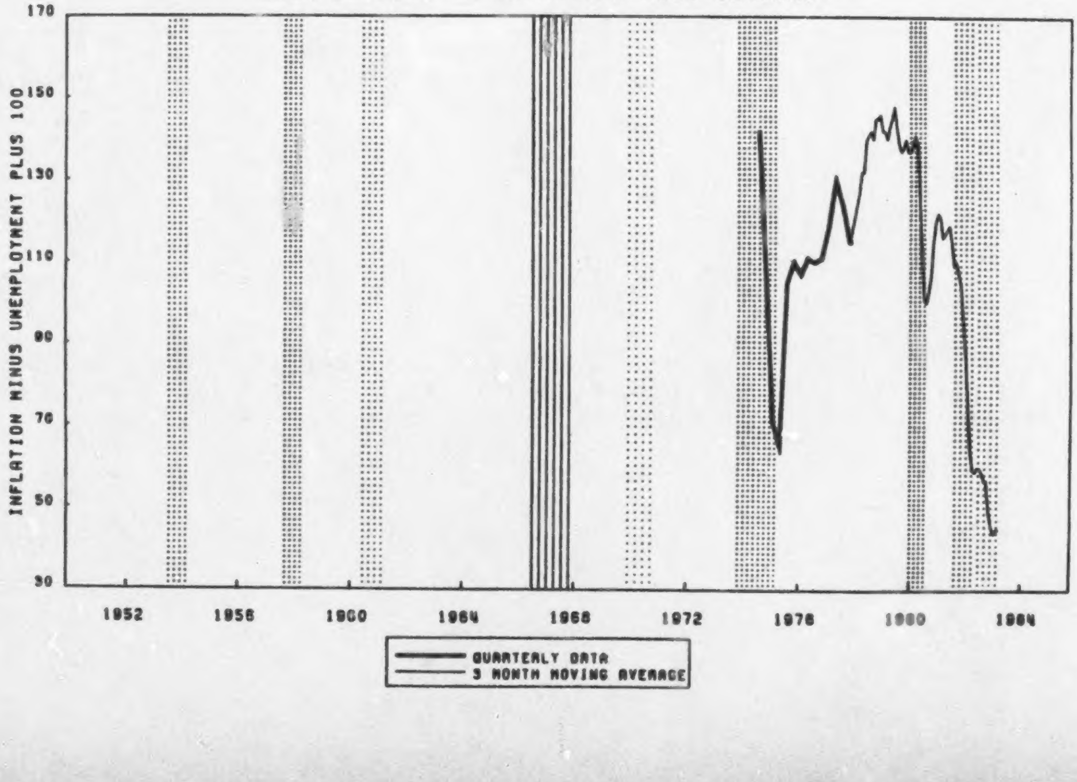

TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
UNEMPLOYMENT	66%	65%	62%	64%	67%	62%	68%	67%	76%	72%	74%	73%	73%
BOTH EQUALLY SERIOUS	11	13	9	12	11	11	9	11	7	9	5	8	8
INFLATION	22	21	28	23	21	26	22	20	16	18	19	18	18
DK,NA	1	1	1	1	1	1	1	2	1	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

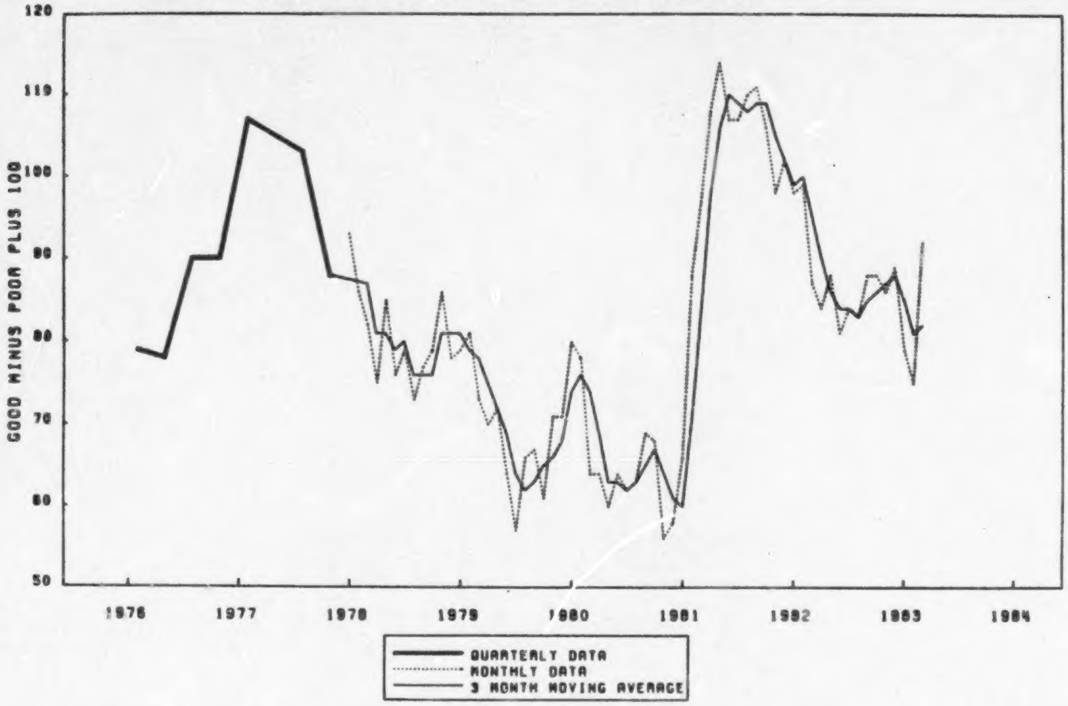

CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

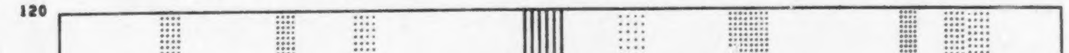

TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
A GOOD JOB	18%	22%	20%	16%	18%	17%	19%	21%	19%	19%	16%	16%	21%
ONLY FAIR	48	37	46	46	46	45	46	41	45	47	45	40	48
A POOR JOB	31	38	32	35	34	34	31	33	33	30	37	41	29
DK,NA	3	3	2	3	2	4	4	5	3	4	2	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

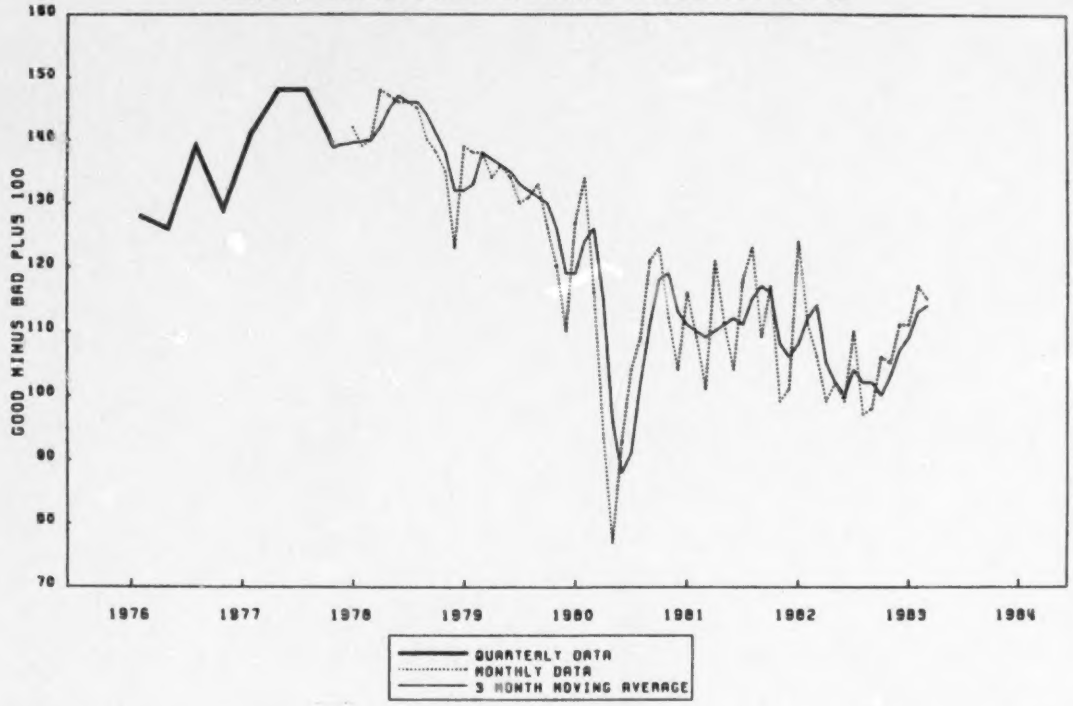

CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

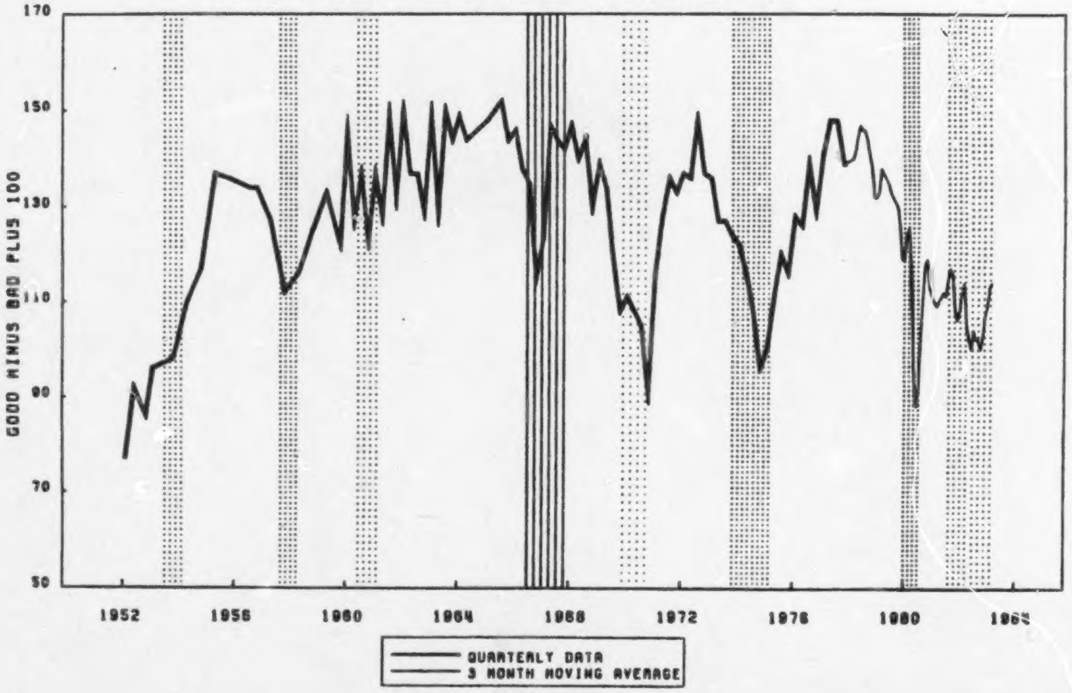

TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY	48%	41%	45%	43%	48%	41%	42%	46%	47%	50%	51%	54%	53%
UNCERTAIN, DEPENDS	10	17	12	13	14	15	14	14	11	11	9	9	9
BAD TIME TO BUY	42	42	43	44	38	44	44	40	42	39	40	37	38
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

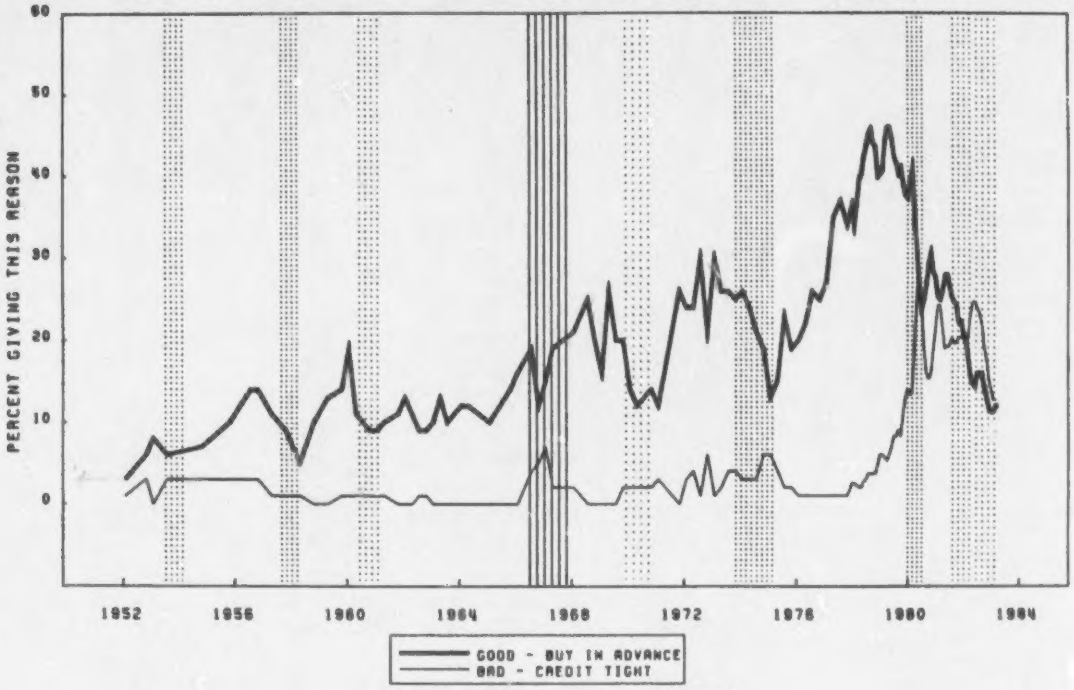

CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

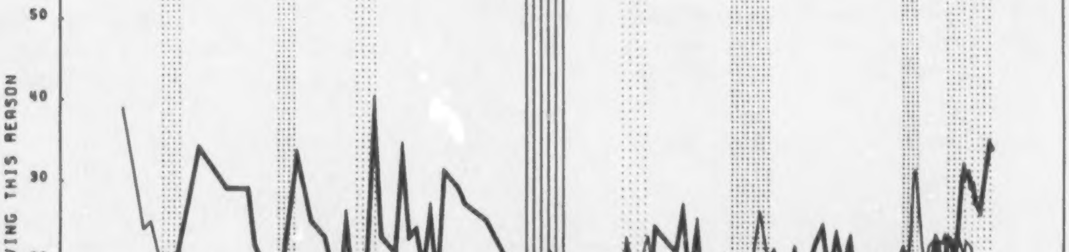

TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	32%	29%	31%	27%	30%	24%	26%	28%	31%	32%	33%	38%	30%
Prices won´t come down; are going higher	15	14	15	14	19	15	14	14	11	10	13	11	12
Interest rates low; credit is easy	1	1	3	2	2	2	4	5	5	8	7	8	12
BAD TIME TO BUY:													
Prices are high	22	23	21	21	18	19	21	18	18	16	19	18	19
Interest rates are high; credit is tight	24	26	24	24	24	22	20	16	17	13	12	13	13
Lack of purchasing power	18	19	20	21	19	21	21	21	24	21	22	16	18

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

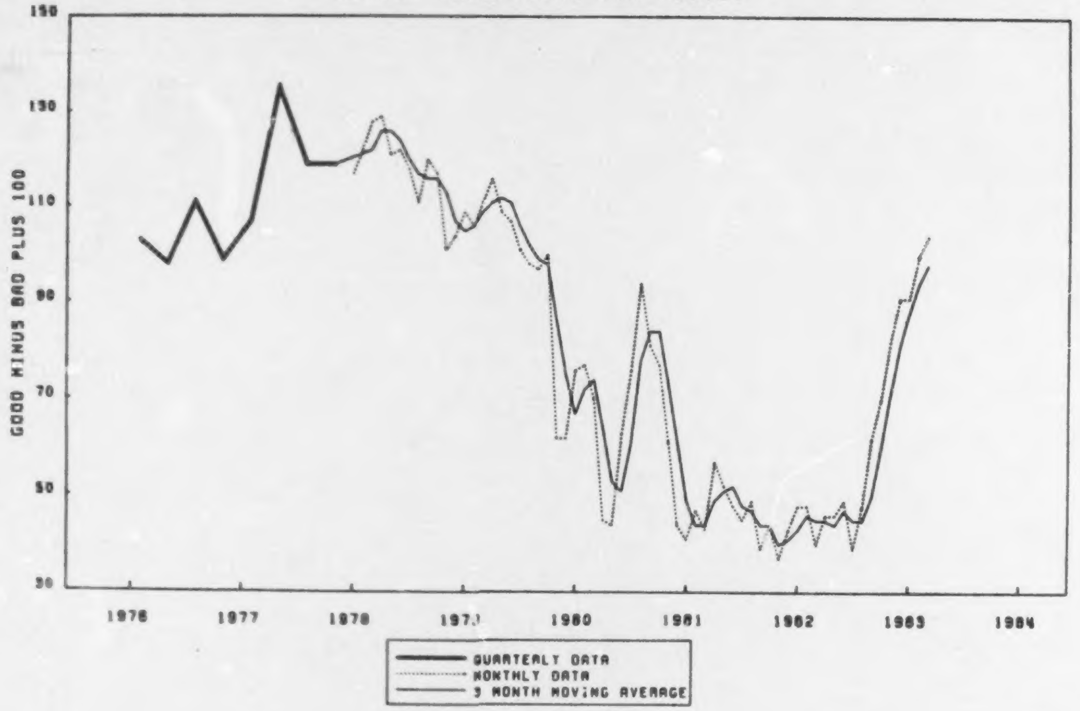

CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

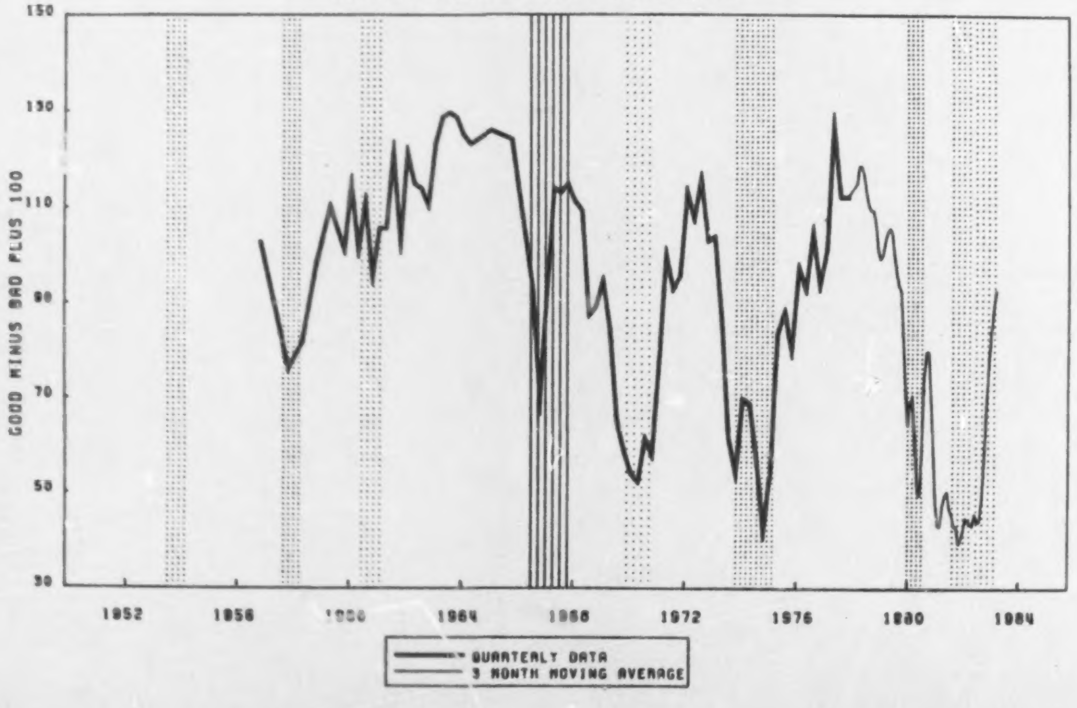

TABLE 28

BUYING CONDITIONS FOR HOUSES

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY	17%	20%	19%	21%	15%	20%	28%	32%	38%	44%	44%	49%	51%
UNCERTAIN, DEPENDS	6	6	8	7	9	8	6	6	6	3	3	2	2
BAD TIME TO BUY	77	74	73	72	76	72	66	62	56	53	53	49	47
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

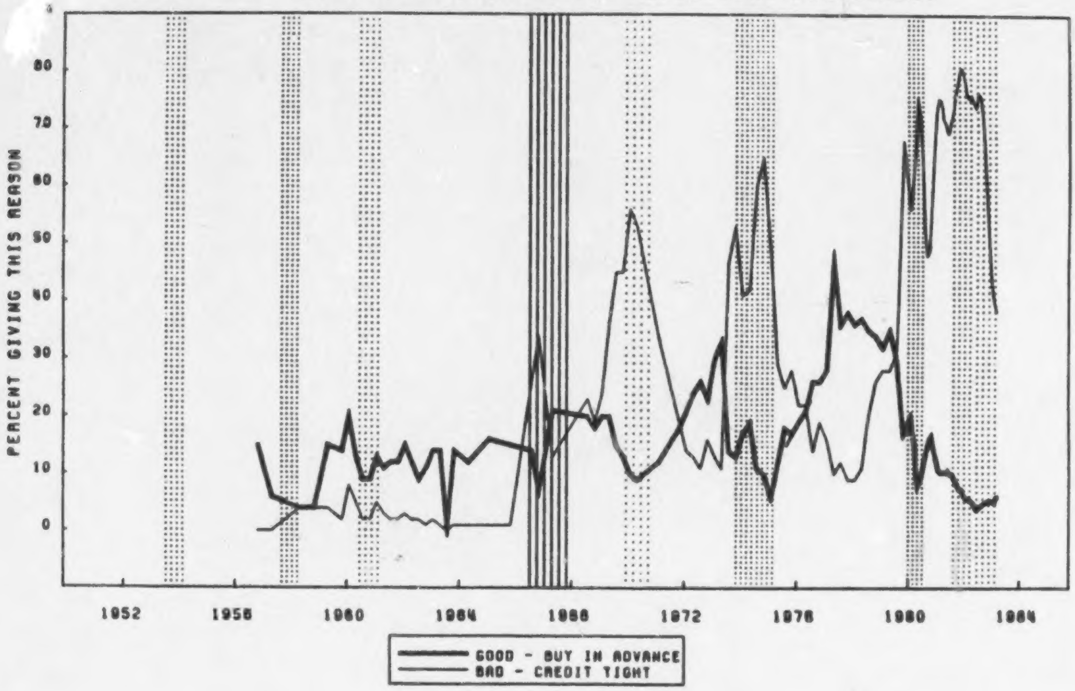

CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

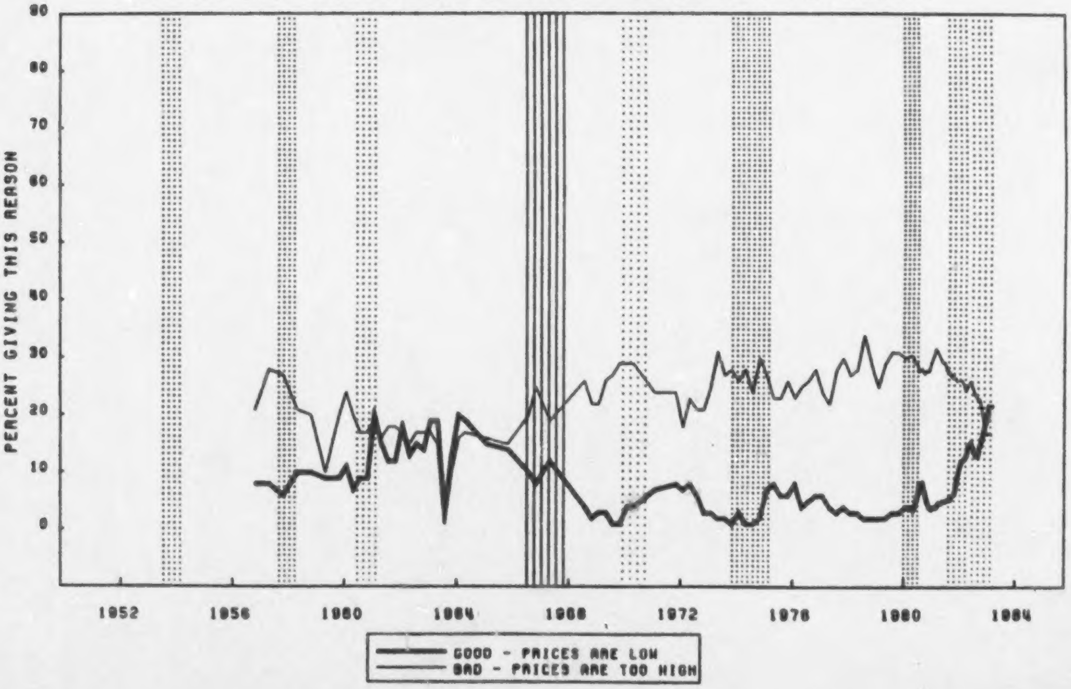

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	13%	15%	16%	15%	12%	12%	15%	17%	17%	20%	21%	24%	20%
Prices won't come down; are going higher	7	4	4	4	4	5	5	5	6	5	5	5	8
Interest rates low; credit is easy	4	6	6	7	4	7	20	23	30	35	37	40	44
Good investment	4	5	5	4	3	4	3	2	4	6	4	4	3
BAD TIME TO BUY:													
Prices are high	25	24	27	27	21	23	25	21	16	17	17	17	16
Interest rates are high; credit is tight	78	74	72	75	82	71	64	60	49	40	41	39	35
Lack of purchasing power	23	22	18	23	27	20	21	23	23	23	24	20	21

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

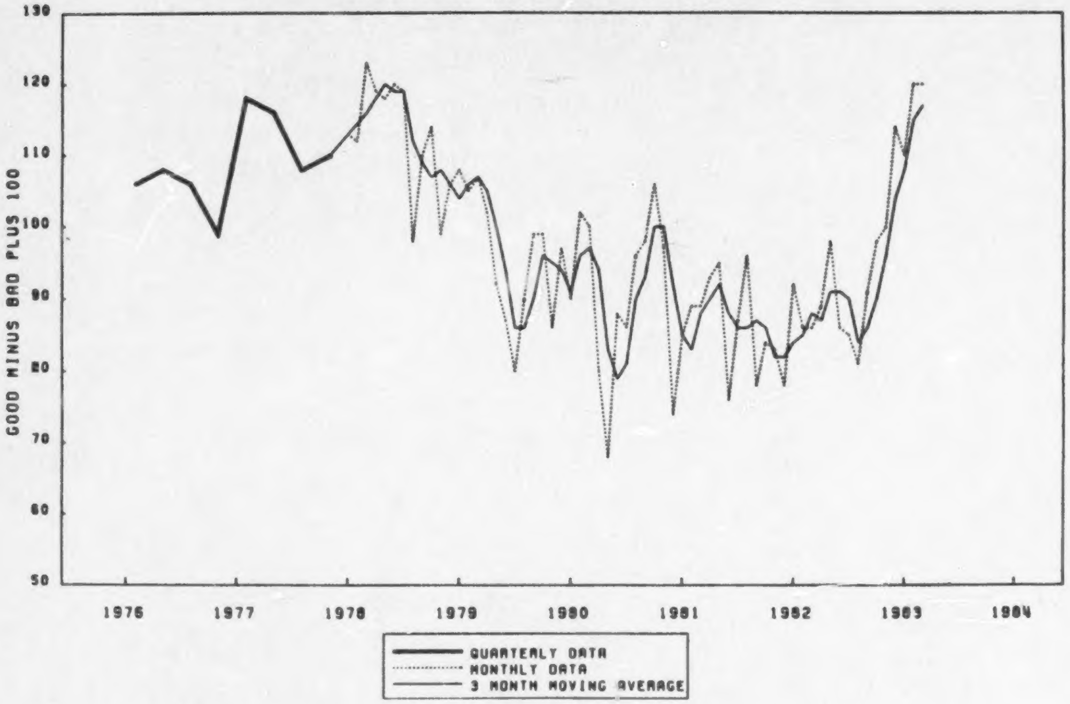

CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

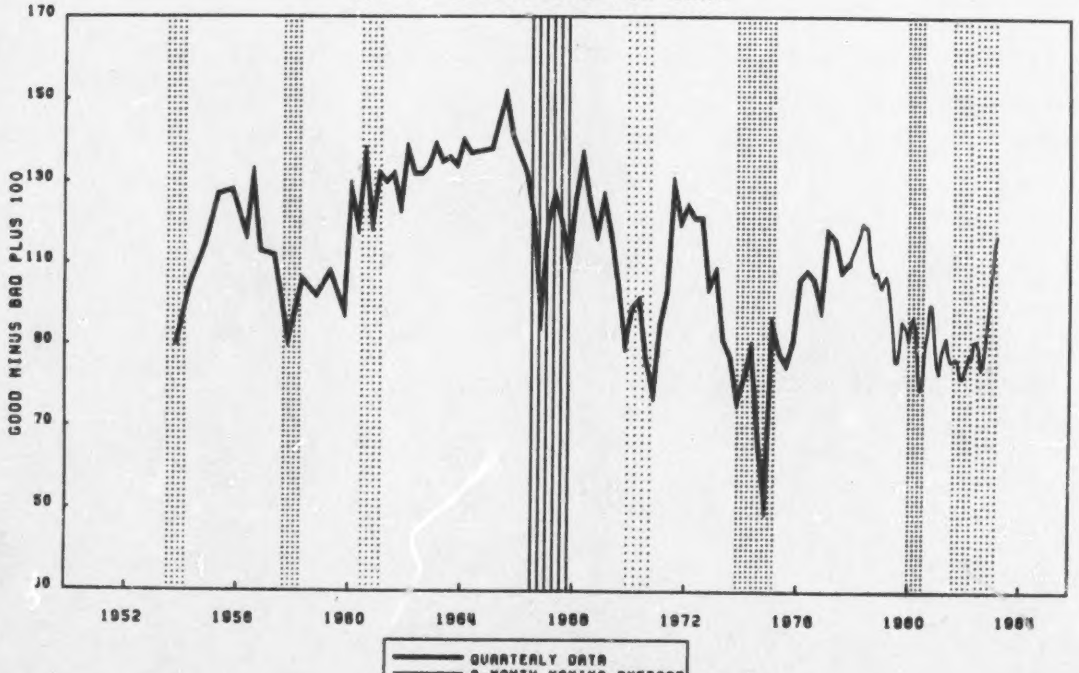

TABLE 30

BUYING CONDITIONS FOR CARS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY	39%	40%	44%	40%	37%	35%	40%	44%	46%	53%	51%	57%	56%
UNCERTAIN; DEPENDS	8	9	10	6	11	11	11	10	8	8	8	6	8
BAD TIME TO BUY	53	51	46	54	52	54	49	46	46	39	41	37	36
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

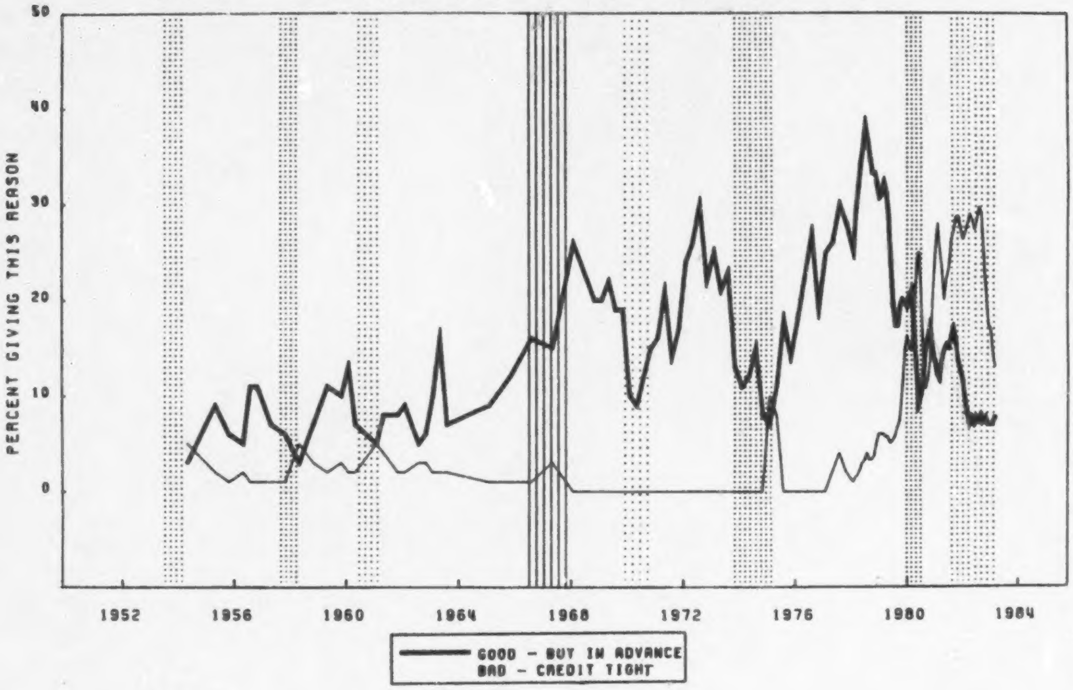

CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

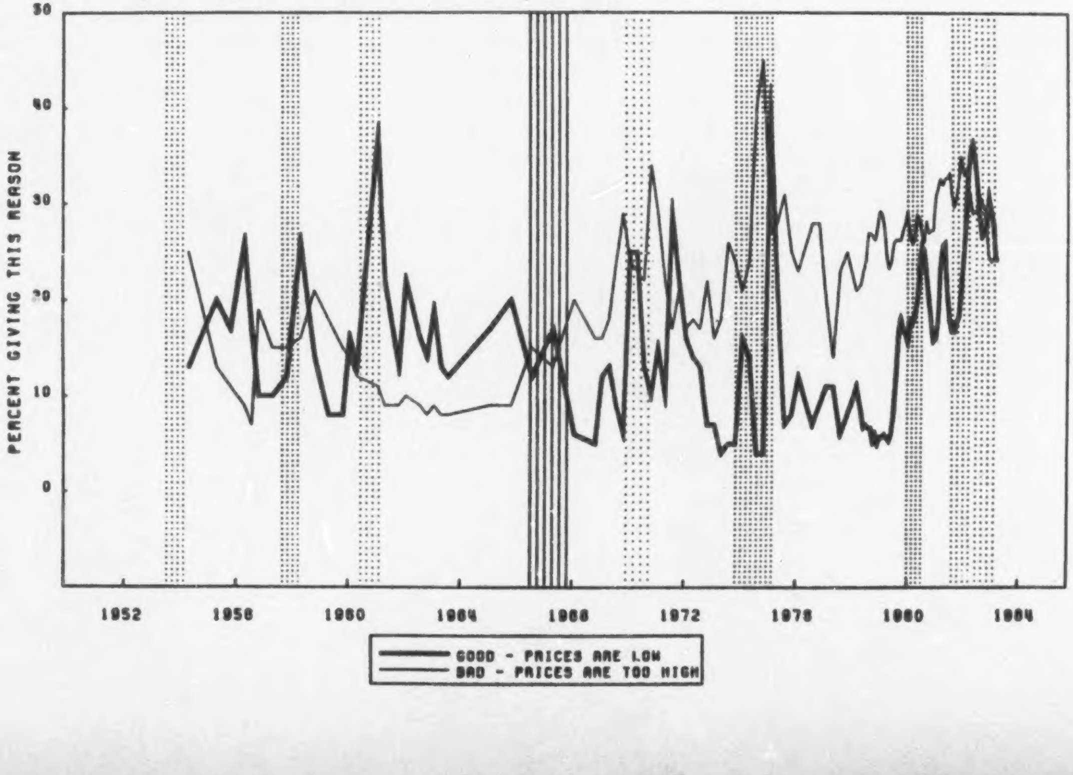

TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	37%	36%	36%	32%	28%	26%	26%	29%	28%	35%	25%	24%	24%
Prices won't come down; are going higher	8	7	8	6	9	7	8	7	8	6	7	8	8
Interest rates low; credit is easy	3	7	11	7	5	6	10	11	20	27	29	35	34
New fuel efficient models	1	2	1	1	1	2	1	1	1	1	2	1	2
BAD TIME TO BUY:													
Prices are high	32	28	27	33	28	32	31	26	25	23	24	26	23
Interest rates are high; credit is tight	30	29	26	27	32	30	25	19	19	14	18	10	11
Lack of purchasing power	16	13	11	11	13	12	14	14	15	13	12	12	10
Price of gas; shortages	1	1	1	2	2	1	1	*	1	1	1	*	*
Poor selection; quality	7	8	6	10	10	7	7	7	7	7	6	5	5

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

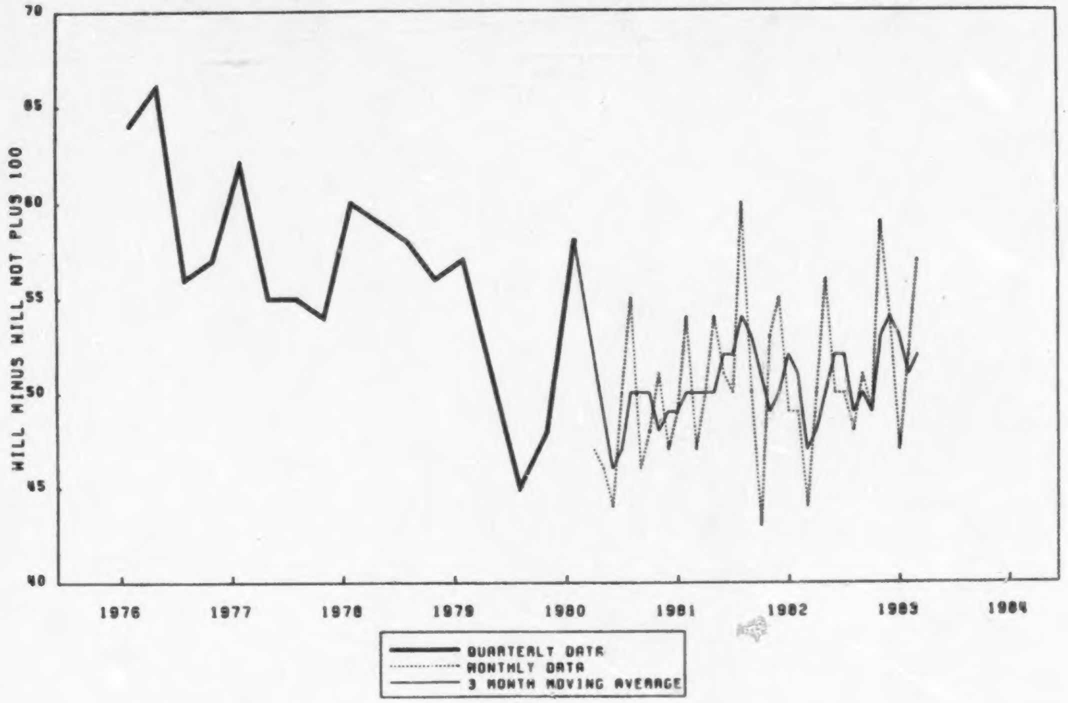

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

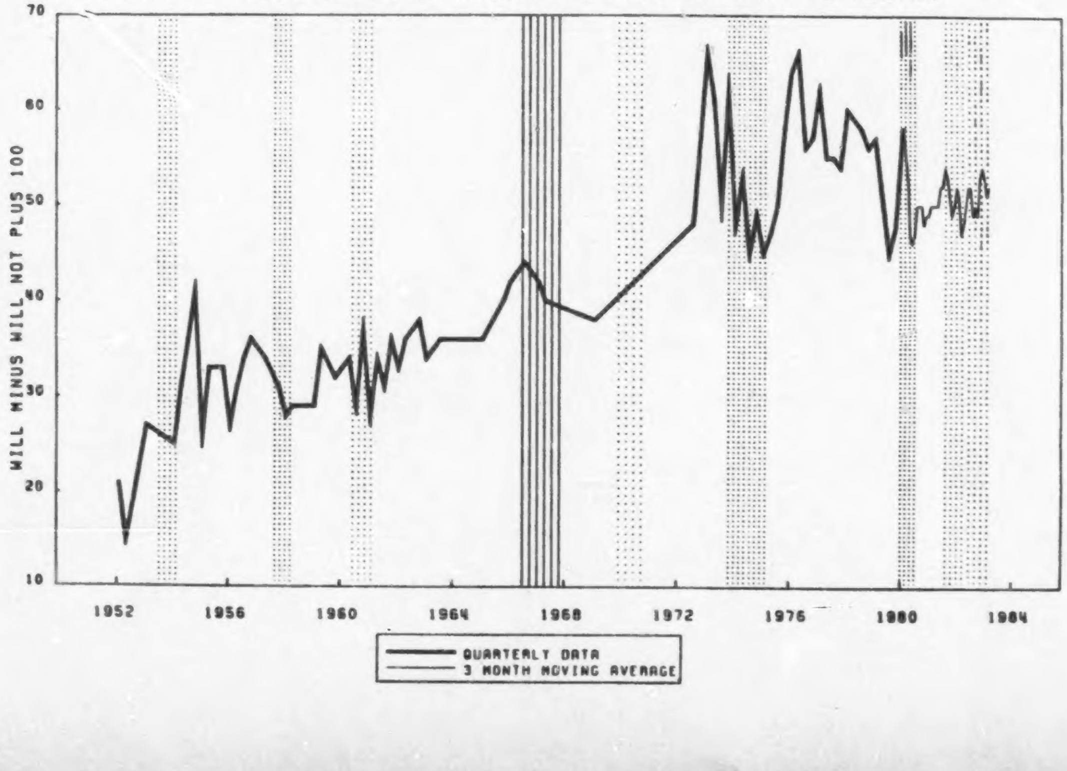

CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
PROBABLY WILL BUY	14%	17%	19%	18%	16%	16%	18%	16%	21%	20%	15%	17%	20%
CHANCES ARE EVEN	7	6	8	7	8	7	5	7	8	8	7	8	7
PROBABLY WILL NOT BUY	70	67	63	68	66	68	67	67	62	66	68	65	63
DK,NA	9	10	10	7	10	9	10	10	9	6	10	10	10
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	684	702	691	703	708	680	695	687	682	682	682	709	696

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	21%	23%	27%	25%	24%	23%	23%	23%	29%	28%	22%	25%	27%
PURCHASE TYPE:													
Buy new	11	11	13	9	11	12	10	11	11	15	10	12	13
Buy used	9	11	11	13	11	9	12	11	15	10	10	11	12
Lease	*	1	1	2	1	1	*	1	2	2	1	1	1
DK,NA	1	*	2	1	1	1	1	*	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	1	4	4	2	6	4	2	4	4	2	3	3	1
Next 4-6 months	5	7	7	5	6	5	5	5	6	6	6	6	7
Next 7-9 months	5	6	7	6	3	3	4	5	8	6	4	7	9
10 months or more	6	2	3	7	4	4	7	5	7	7	4	5	6
DK,NA	4	4	6	5	5	7	5	4	4	7	5	4	4

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Mar. 1982	Apr. 1982	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	70%	67%	63%	68%	66%	68%	67%	67%	62%	66%	68%	65%	63%
PURCHASE TYPE:													
Would buy new	38	39	34	37	38	40	37	39	34	40	36	34	31
Would buy used	31	26	28	29	25	27	29	27	26	24	30	29	31
DK,NA	1	2	1	2	3	1	1	1	2	2	2	2	1
PURCHASE TIMING:													
Less than 2 years	10	5	5	6	4	5	5	5	7	7	8	8	6
2 years	22	21	20	25	20	22	23	23	22	22	23	19	20
3 years	11	12	11	13	13	12	11	11	8	10	10	10	11
4 years or more	21	22	19	16	21	18	20	19	18	17	21	20	21
Indefinite	1	1	2	3	2	4	3	3	2	4	2	2	1
DK,NA	5	6	6	5	6	7	5	6	5	6	4	6	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

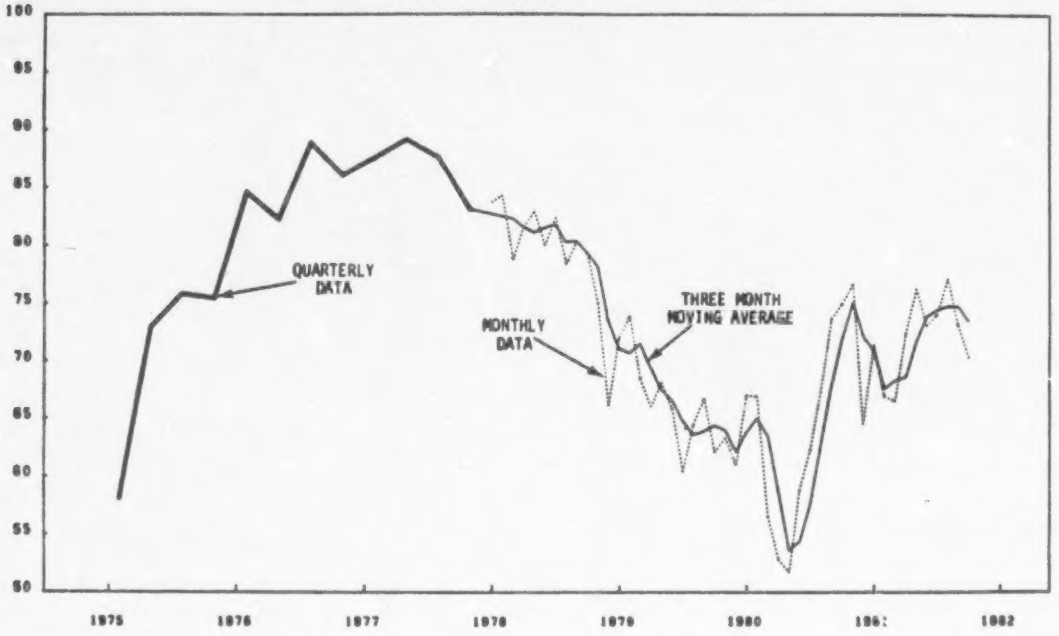

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

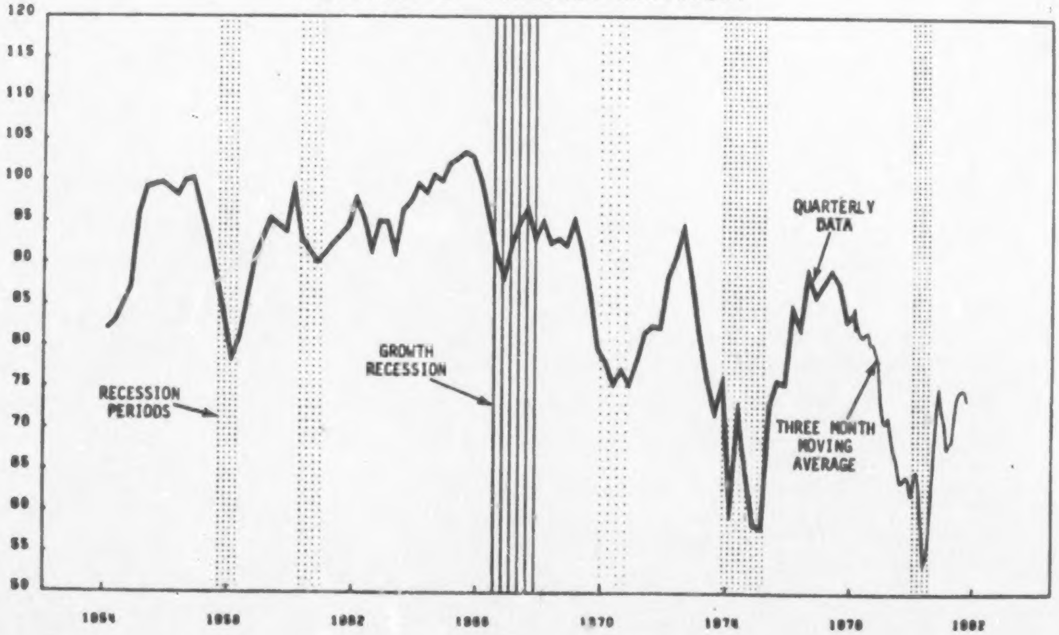

CHART 2 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 -

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

4/12/83 U7475-2 A

April 8, 1983

MARCH 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

CONSUMER OPTIMISM RISING

** The Index of Consumer Sentiment was 80.8 in the March 1983 survey, the highest Index value recorded in nearly five years. The March 1983 figure was 6.2 Index points above the month earlier reading, and 18.8 Index points above the year-earlier reading. Among families with incomes of $25,000 or more, the Index of Consumer Sentiment rose to 88.9 in March 1983, from 81.3 in February 1983, and 67.9 in March 1982.

** The recent improvement was due to more favorable expectations for improvement in the economy as a whole, as well as expected improvement in consumers' personal financial situation. Nearly the entire improvement recorded during the past year has been due to more favorable expectations for the future, not more favorable evaluations of current economic conditions.

** Favorable economic developments dominated the news heard and recalled by consumers in the March 1983 survey. The most frequently reported item involved more favorable trends in employment.

** More families in the March 1983 survey expected business conditions to improve during the year ahead than at any time in the prior twenty years (51 percent). These greatly improved business expectations resulted from favorable trends in interest rates, unemployment, and prices. Twice as many families expected interest rates to decline rather than increase; more families expected declines rather than further increases in unemployment; and the expected rate of inflation fell to a low of 3.3%.

** For the first time in nearly five years the majority of families held favorable buying attitudes toward houses (51 percent), cars (56 percent), and large household durables (53 percent). The substantial improvement in buying attitudes was due to lower prices and lower interest rates. More families mentioned low prices rather than high prices for each market. In addition, families more frequently mentioned the availability of lower interest rates than high interest rates for purchases of both houses and cars.

** Although consumers are optimistic about prospects for improvement in their personal financial situation during the year ahead, their current financial situation remained weak in the March 1983 survey. More families reported income declines (26 percent) in the March 1983 survey than at any other time during the prior twenty years.

* * *

Business conditions and personal finances are widely expected to improve during the year ahead, and declines in prices and interest rates have stimulated favorable buying attitudes. The pace of the recovery in consumer sales will be facilitated by these more favorable attitudes and expectations; the duration and the extent of the recovery, however, will depend on renewed growth in incomes and on sustained declines in interest rates.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Upturn in Economy Widely Expected

The March 1983 survey recorded a significant improvement in the mix of news about recent economic developments heard and recalled by consumers. For the first time since 1977, the March 1983 survey recorded more frequent reports of favorable than unfavorable developments (79 versus 40 percent). This data represents the most favorable news mix reaching consumers in more than a quarter century. The most frequently reported items in the March 1983 survey involved favorable trends in employment. During the past six months reports of news of increases in employment rose to 22 from 6 percent, while reports of increases in unemployment fell to 24 from 52 percent. In addition, the March 1983 survey recorded favorable references to declines in interest rates and prices.

Consumers evaluations of current business conditions have improved since the start of 1983, although they still remain negative on balance. In March 1983, 39 percent reported that business conditions had improved, up from 26 percent in February and 16 percent in January. From January to March, the proportion that reported business conditions as worse than a year ago fell from 76 to 51 percent.

The March 1983 survey replicated the highest proportion ever recorded of American families that expected business conditions to improve during the year ahead. Among all families, 51 percent expected improved business conditions, which equaled the long standing peak level recorded in February 1961. Just 9 percent of all families in the March 1983 survey expected worsening economic conditions in the year ahead. Further, for the first time since mid-1977, more people expect good times in the economy as a whole during the next 12 months rather than bad times, although the March 1983 level is still much lower than the peak recorded in 1976. When asked to explain their views, respondents stated that they expected favorable trends in interest rates, unemployment, and prices during the year ahead.

In the March 1983 survey, twice as many families expected interest rates to decline rather than increase during the year ahead (41 versus 19 percent). This interest rate outlook has been maintained near record favorable levels during the past six months.

More families in the March 1983 survey expected declines rather than further increases in the unemployment rate during the year ahead (36 versus 21 percent), the most favorable level recorded since 1977. These favorable unemployment expectations stand in sharp contrast to the outlook recorded one year earlier, when four times as many respondents expected unemployment to increase rather than decline (54 versus 13 percent).

In the March 1983 survey, the rate of inflation expected for the year ahead fell to 3.3%, from 4.7% in February, and 6.0% in March 1982. This data represents a nearly 10 percentage point decline from the peak rate of 13.1% recorded in January 1980.

Although the outlook for both unemployment and inflation improved, consumers still judged unemployment rather than inflation as the more serious economic problem facing the nation by a four-to-one margin in the March 1983 survey (73 versus 18 percent). Concern with unemployment as the more serious economic problem has remained at record levels throughout the past year. Consumer confidence in government economic policies in the March 1983 survey posted the largest one-month improvement since the peak under the Reagan administration was recorded in May 1981. Among all families, favorable evaluations of government economic policies rose to 21 from 16 percent, while unfavorable evaluations fell to 29 percent in March 1983 from 41 percent in February. Although this improvement reverses the declines recorded during the past year, confidence in government economic policies remained unfavorable on balance.

Favorable Buying Attitudes

In the March 1983 survey, consumer buying attitudes remained largely unchanged at the favorable levels recorded one month earlier. For the first time in nearly five years, the majority of families held favorable attitudes toward buying conditions for houses (51 percent), cars (56 percent), and large household durables (53 percent). The largest increase during the past year was in favorable attitudes toward buying conditions for houses (up 34 percentage points) followed by cars (up 17 percentage points), and household durables (up 5 percentage points). The improvement in buying attitudes towards houses and cars has been substantial, regaining the levels recorded in the mid to late 1970s (see Charts 1 and 2).

Consumers attribute improved buying conditions to lower prices and lower interest rates. More consumers mentioned the appeal of lower prices rather than their aversion to high prices when asked to evaluate market conditions for houses (20 versus 16 percent), cars (24 versus 23 percent), and household durables (30 versus 19 percent). Such a favorable view of prices in each of the three markets has not been recorded in more than 20 years.

Complaints about high interest rates fell sharply during the past year, and by March 1983 were outnumbered by references to the availability of lower interest rates for purchases of houses (44 versus 35 percent), and cars (34 versus 11 percent). Recent declines in interest rates have had the least impact on attitudes toward market conditions for household durables. Fewer consumers reported the availability of lower interest rates on purchases of household durables (12 percent), than mentioned high interest rates (13 percent).

In the March 1983 survey, reports of purchase postponement due to high interest rates fell to 24 percent of all families, the lowest level recorded in more than one year (see Table A). Reports of postponement of vehicle purchases declined from a high of 15 percent in December 1982 to 9 percent in the March 1983 survey. The highest interest rate that consumers would have been willing to pay to make the postponed purchase was 10.9% in the March 1983 survey, unchanged from January and February, and 1 percentage point below the rate prevailing one year earlier (see Table B). While the highest rate consumers were willing to pay was approximately equal to 11% each for vehicles, houses, and household durables, the interest rate reported that would have been charged on these purchases varied from 15% for vehicles and houses to 17% for household durables. Consequently, the interest rate differential between what would have been charged and what consumers would have been willing to pay was largest for household durables and smallest for vehicles and houses.

Personal Finances: Weak But Hopeful

Consumers evaluations of their current financial situation in March 1983 remained near the record low levels of the past year. On balance, more families in the March 1983 survey continued to report financial setbacks than improvements (39 versus 31 percent). Recent income declines is the major reason given for these unfavorable evaluations. More families in the March 1983 survey reported income declines (26 percent) than at any other time during the prior 20 years.

Despite these continued financial problems, prospects for improvement during the year ahead are optimistic. Three times as many families in the March 1983 survey expected improvement rather than decline in their financial situation (39 versus 13 percent)--the most favorable outlook for personal finances recorded during the last decade. This improved outlook is based to a greater extent on more purchasing power due to lower prices than expected increases in nominal incomes. In the March 1983 survey, 43 percent of all families expected their nominal family income to remain the same or decline during the year ahead, unchanged from the March 1982 reading. The proportion of families that expected income increases of 10% or more fell to 23 percent in March 1983 from 26 percent one year earlier.

Declines in interest rates have increased consumers' willingness to incur new debt to make major purchases. In the first quarter 1983 surveys the proportion of families that were not reluctant to use debt rose to 18 percent from 13 percent one year earlier (see Table C). The proportion of families unwilling to incur new debt fell to 79 percent in the first quarter 1983 surveys, from 85 percent one and two years earlier. In contrast to the increased willingness of consumers to incur debt, consumers remained nearly as reluctant to use accumulated savings to make major purchases at the start of 1983 as one and two years earlier (see Table D). Among all families, 29 percent reported they were not reluctant to use savings for major purchases, just above the 27 percent recorded one year earlier and 28 percent recorded two years earlier. While declines in interest rates have lowered reluctance to incur debt, precautionary savings motives have not yet yielded to spending goals.

* * *

The March 1983 survey was conducted between February 28, 1983 and March 27, 1983, and included 696 completed interviews.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	Oct. 1981	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983
Postponed Purchases:[a]	30%	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%	24%
Vehicles	11	15	12	10	12	12	12	13	14	15	13	15	12	10	9
House, home repairs	11	15	10	11	12	11	9	10	9	10	8	8	7	8	8
Household durables	8	8	10	10	8	7	9	11	9	8	12	9	8	9	6
Other	4	5	6	7	8	5	5	7	6	6	5	7	2	5	6
No postponed purchase	67	62	66	66	67	68	68	62	63	65	66	67	66	73	76
DK; NA	3	1	1	1	*	1	2	2	2	*	1	2	5	2	*
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than 0.5 percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

														March 1983		
Postpone Purchases	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Vehicles	House, Real Estate	Household Durables
All households	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%	24%	9%	8%	6%
Interest rate that would have been charged on postponed purchase																
Median	17.5%	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	15.5%	16.4%	16.6%	15.6%	15.2%	17.3%
Highest interest willing to pay to make purchases																
Median	12.0%	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	10.8%	10.9%	10.9%	11.1%	11.0%	10.7%
Difference between interest rate charged and willing to pay																
Median	4.9%	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.2%	5.2%	4.2%	3.9%	4.0%	5.2%

The questions asked were: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed?", "What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

CHART 1

BUYING ATTITUDES FOR CARS AND TOTAL UNIT CAR SALES

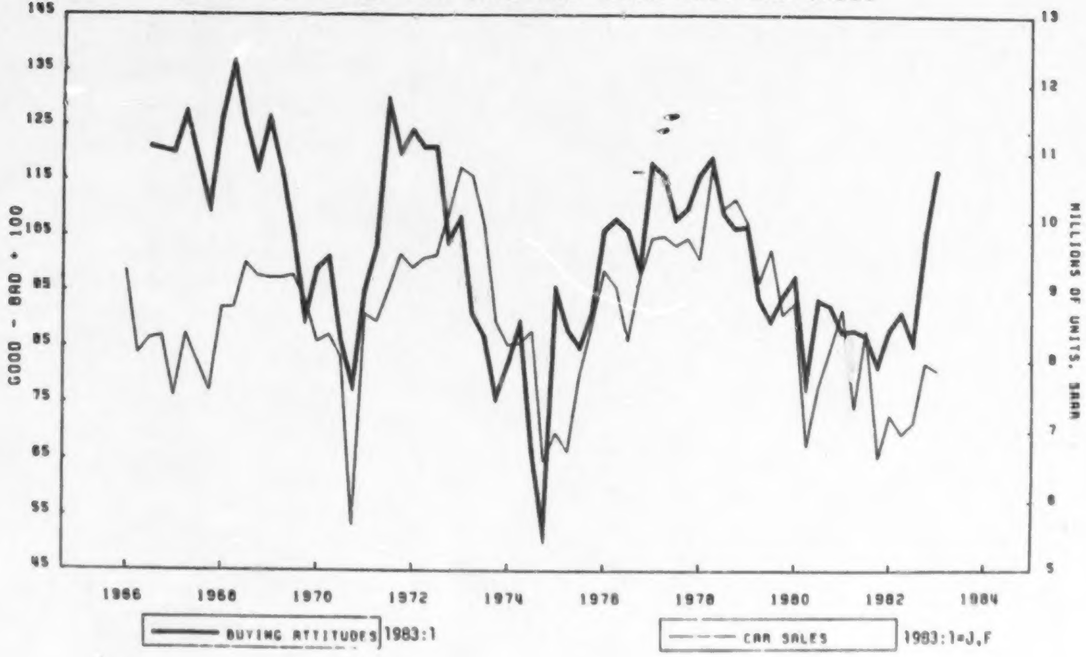

CHART 2

BUYING ATTITUDES FOR HOUSES AND TOTAL HOME SALES

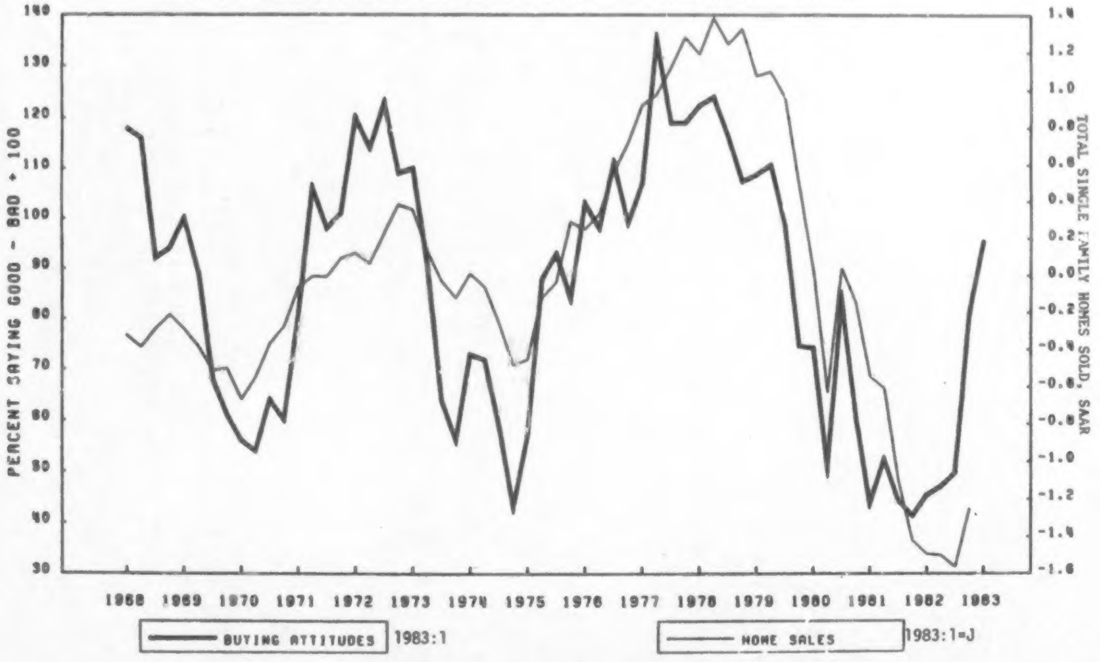

TABLE C

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE CREDIT FOR MAJOR PURCHASES

	FIRST QUARTER							
	1976	1977	1978	1979	1980	1981	1982	1983
OK to use credit; not especially reluctant	20%	22%	20%	16%	19%	12%	13%	18%
Pro-con	5	2	2	1	1	1	*	*
Not OK to use credit; especially reluctant	74	71	77	82	80	85	85	79
DK, NA	1	5	1	1	*	2	2	3
Total	100%	100%	100%	100%	100%	100%	100%	100%
Cases	1184	1203	1135	1228	901	2065	2088	2087

---

*Less than 0.5 percent.

The question was: "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time when you would be especially reluctant to take on new debt?"

TABLE D

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS FOR MAJOR PURCHASES

(Percentage of families with savings)

	FIRST QUARTER							
	1976	1977	1978	1979	1980	1981	1982	1983
Ok to use savings; not especially reluctant	33%	37%	32%	32%	38%	28%	27%	29%
Pro-con	6	3	3	3	1	2	2	*
Not OK to use savings; especially reluctant	59	56	62	63	54	68	70	68
DK, NA	2	4	3	2	7	2	1	3
Total	100%	100%	100%	100%	100%	100	100%	100%
Cases	1184	1097	1135	1228	901	1955	1945	1903

---

*Less than 0.5 percent.

The question was: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings or is now a time when you would be especially reluctant to use some of your savings?"

6/14/83 U7475-2 A

SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

MAY 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

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TABLES AND CHARTS

MAY 1983

The May 1983 survey is the 176th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

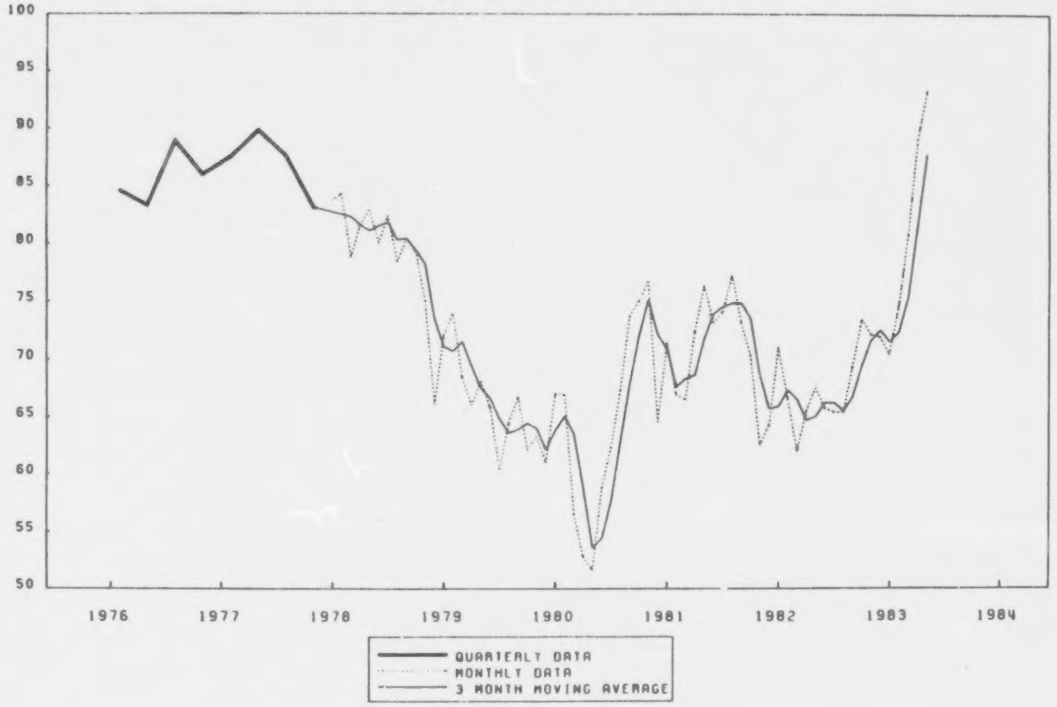


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

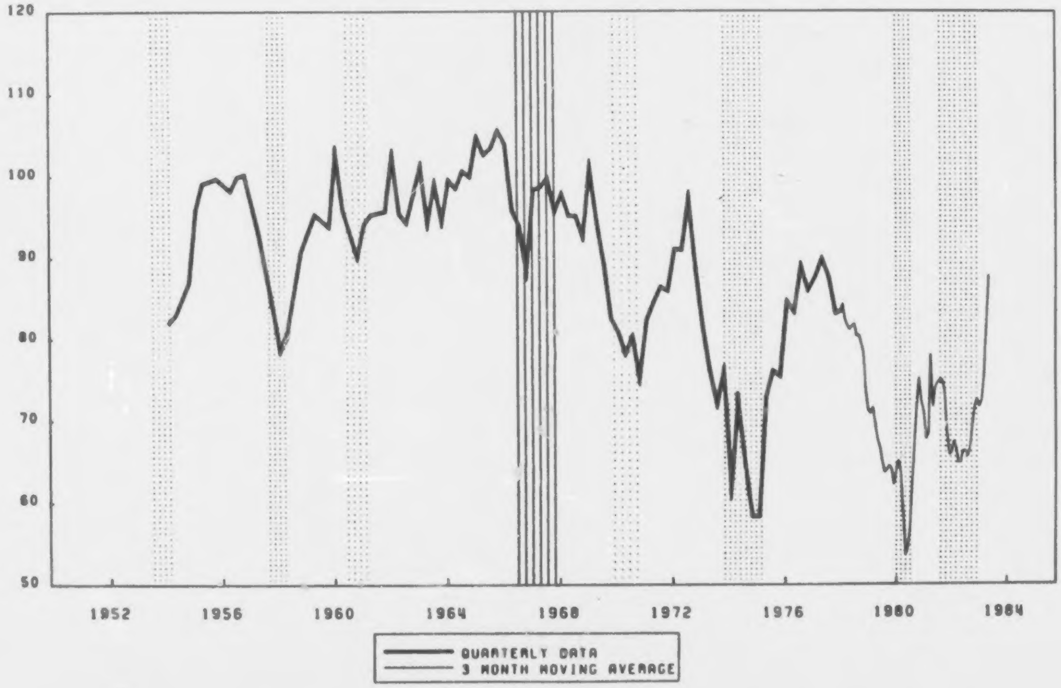


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
May 1980	51.7	55.2	53.3
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8
February 1983	74.6	79.9	81.3
March 1983	80.8	88.4	88.9
April 1983	89.1	97.1	99.0
May 1983	93.3	99.6	101.0

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

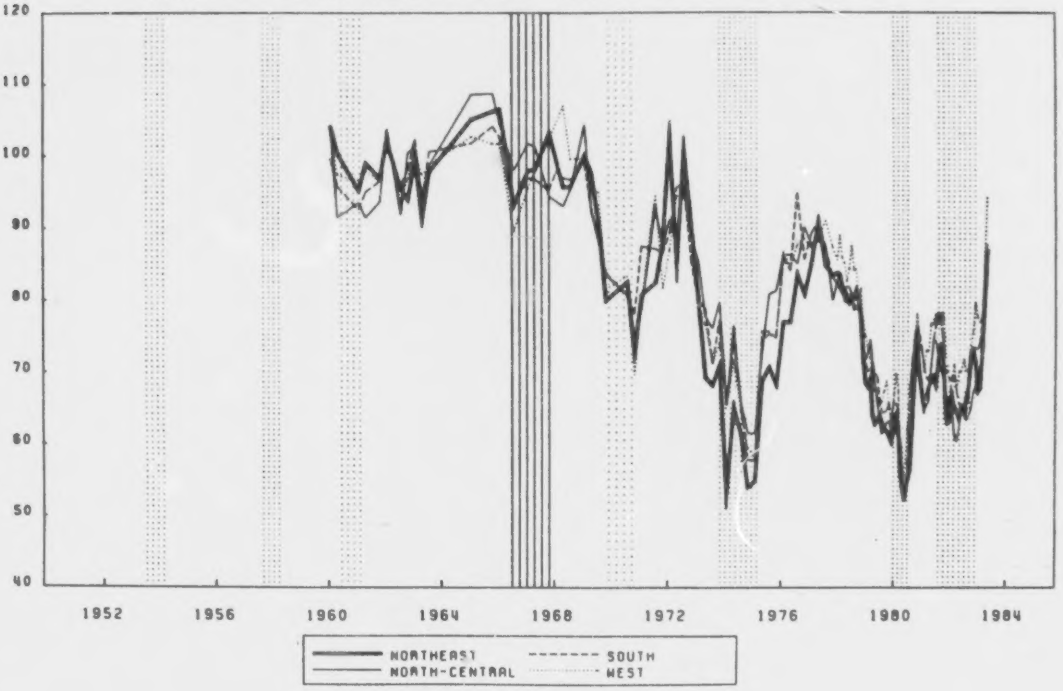


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

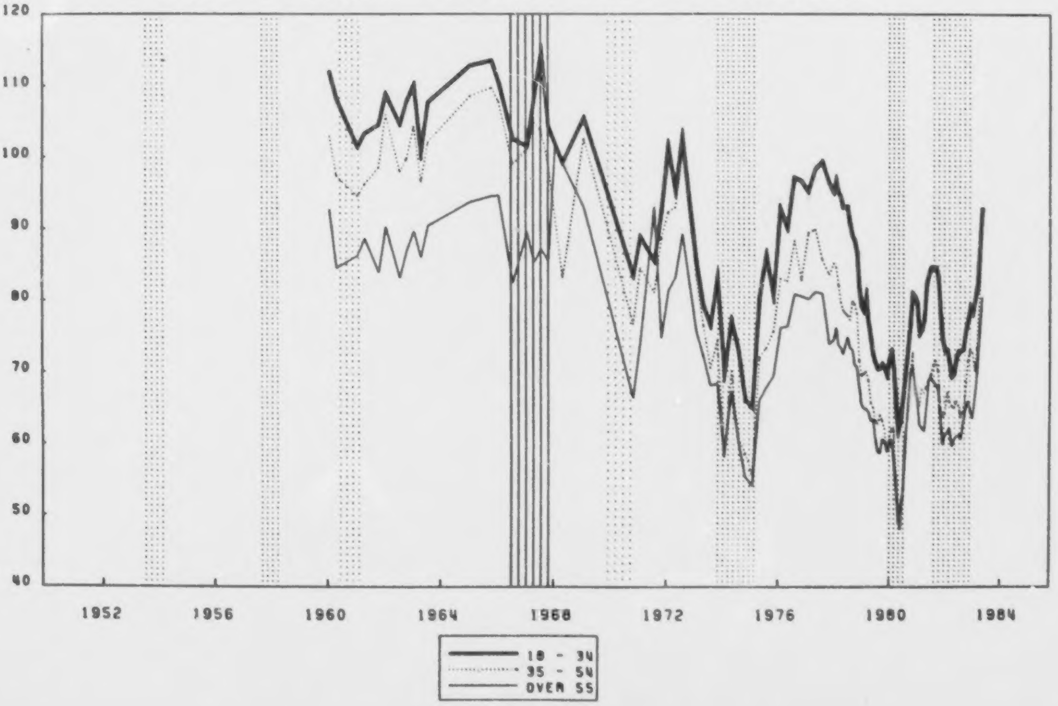


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
May	1980	54.6	50.8	49.3	53.0	62.8	46.6	43.4
June	1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April	1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
May	1983	88.3	90.7	93.3	102.7	97.2	97.1	84.9

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

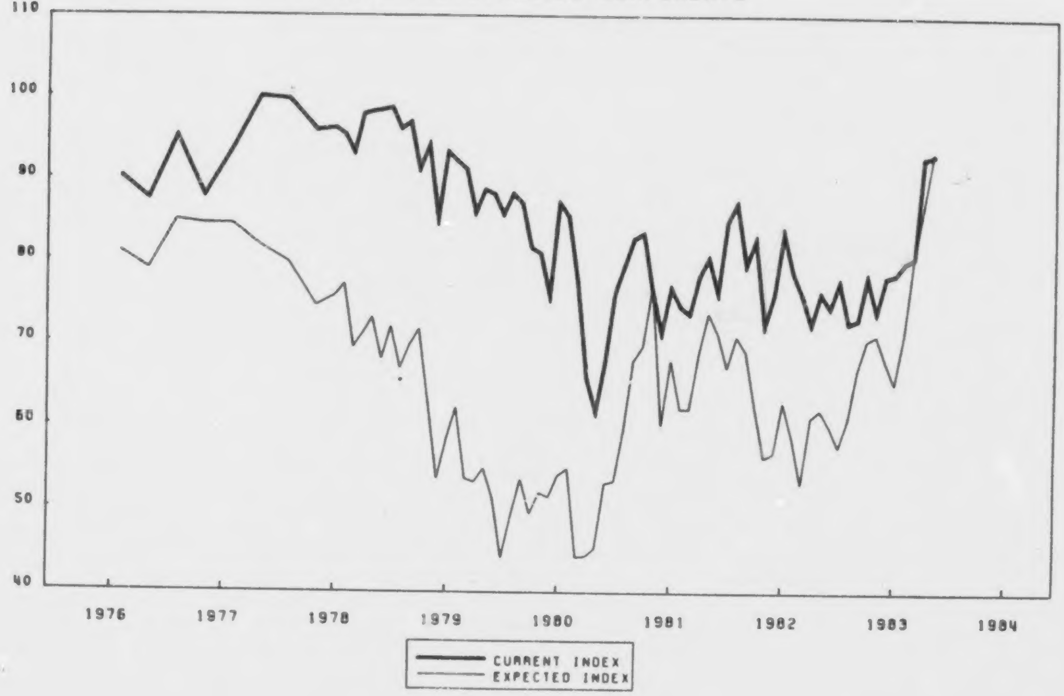


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

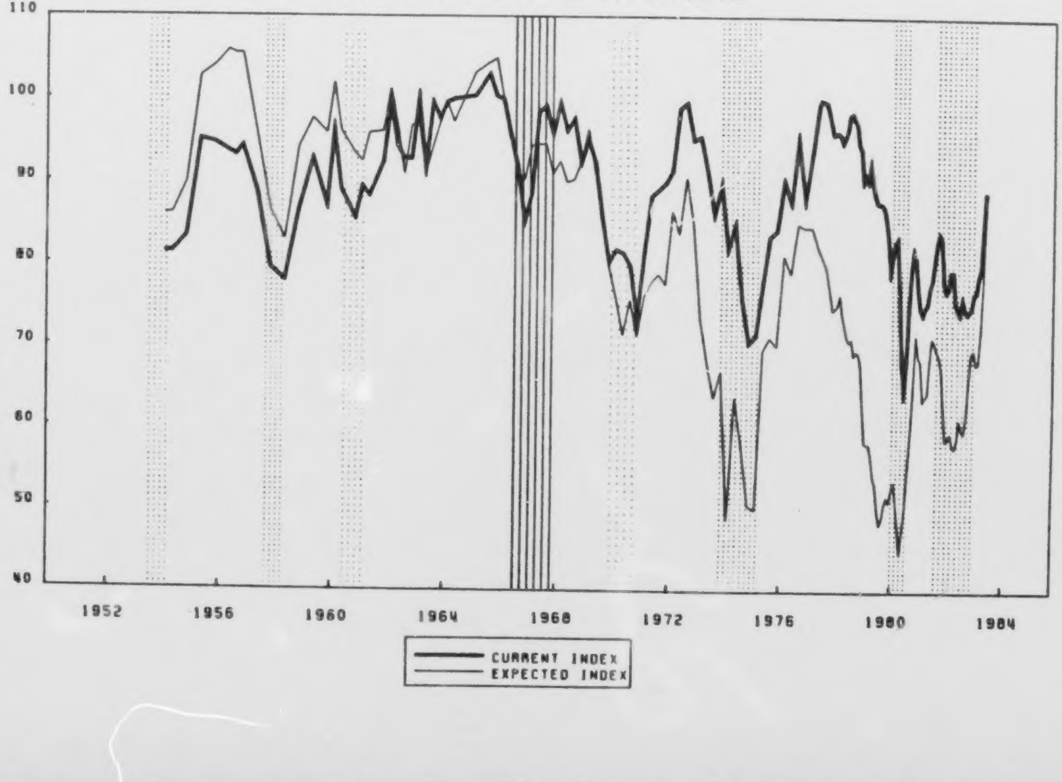


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

		INDEX COMPONENTS +						
		Personal finances		Business conditions				
		Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY		(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
May	1980	79	100	31	44	77	61.7	45.3
June	1980	78	101	43	63	93	67.4	53.0
July	1980	90	105	45	58	104	76.1	53.4
August	1980	93	111	63	60	109	79.4	59.6
September	1980	91	117	83	69	121	82.7	67.9
October	1980	90	108	84	83	123	83.4	69.6
November	1980	83	118	94	93	112	76.4	76.9
December	1980	77	100	64	73	104	71.2	60.2
January	1981	80	109	78	81	116	76.7	67.9
February	1981	80	106	64	73	109	74.4	62.1
March	1981	86	104	68	72	101	73.5	62.1
April	1981	79	111	83	78	121	78.1	68.8
May	1981	95	118	92	81	111	80.4	73.6
June	1981	89	113	91	78	104	76.1	71.2
July	1981	99	114	81	70	118	84.9	67.1
August	1981	100	117	92	72	123	87.1	70.8
September	1981	94	113	80	80	109	79.5	69.0
October	1981	95	110	68	67	117	82.7	62.3
November	1981	85	110	54	56	99	72.1	56.3
December	1981	94	110	54	61	101	75.9	56.8
January	1982	92	115	66	70	124	83.5	62.9
February	1982	91	112	56	65	111	78.6	58.7
March	1982	89	106	44	60	106	75.9	53.1
April	1982	87	111	62	70	99	72.3	61.1
May	1982	94	113	62	72	102	76.1	62.0
June	1982	92	116	58	65	99	74.3	60.1
July	1982	90	113	53	63	110	77.5	57.6
August	1982	89	110	64	69	97	72.5	60.9
September	1982	89	116	76	74	98	72.9	66.9
October	1982	95	119	79	83	106	78.1	70.4
November	1982	85	121	77	86	105	73.8	71.0
December	1982	90	117	74	80	111	78.1	67.9
January	1983	91	115	76	69	111	78.4	65.2
February	1983	89	117	87	81	117	79.9	71.2
March	1983	92	126	113	85	115	80.5	80.9
April	1983	108	131	120	99	131	92.7	86.9
May	1983	101	137	139	100	139	93.1	93.4

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

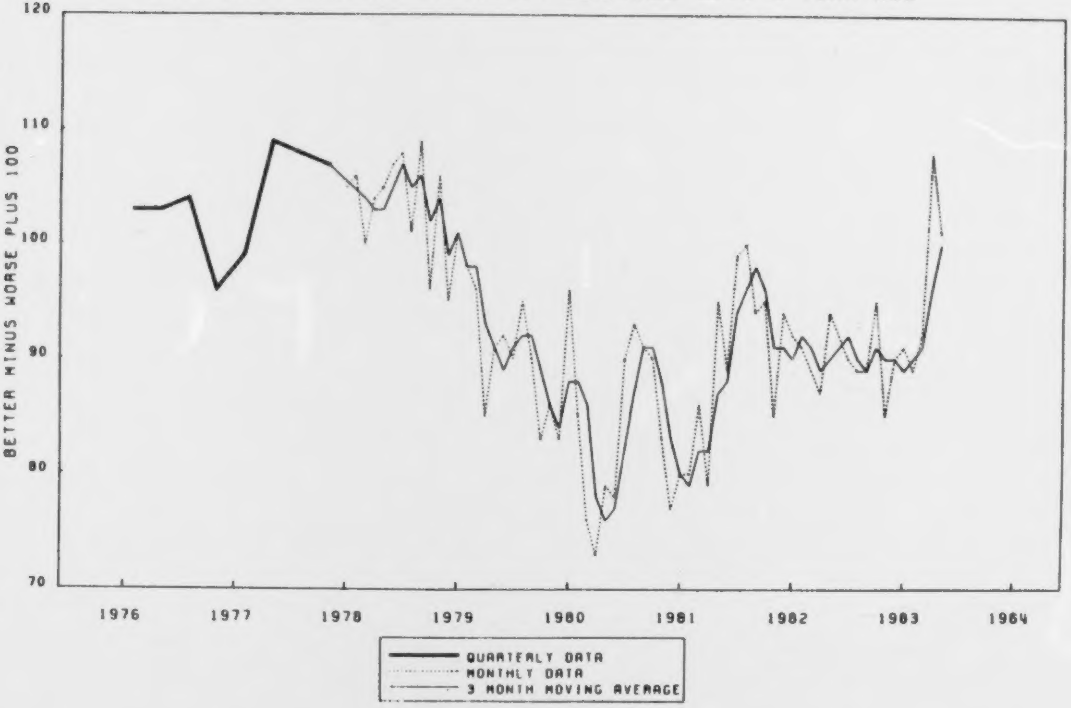


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

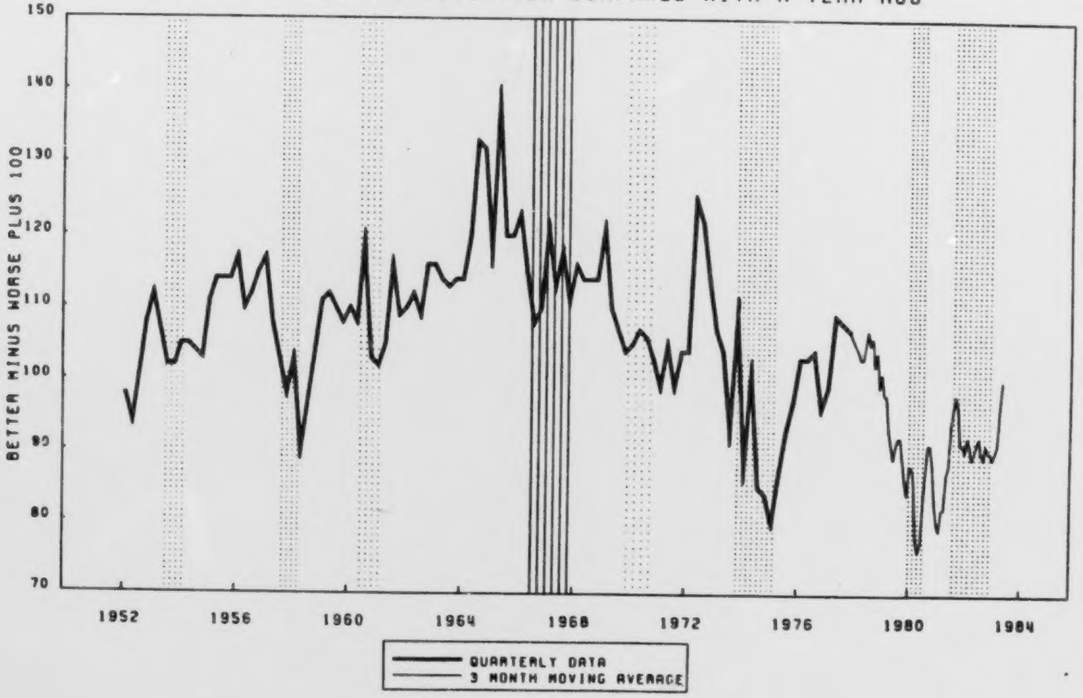


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
BETTER OFF	31%	30%	31%	29%	31%	34%	31%	28%	29%	30%	31%	39%	34%
SAME	32	32	28	30	27	27	23	34	33	29	30	30	33
WORSE OFF	37	38	41	40	42	39	46	38	38	41	39	31	33
DK,NA	*	*	*	1	*	*	*	*	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

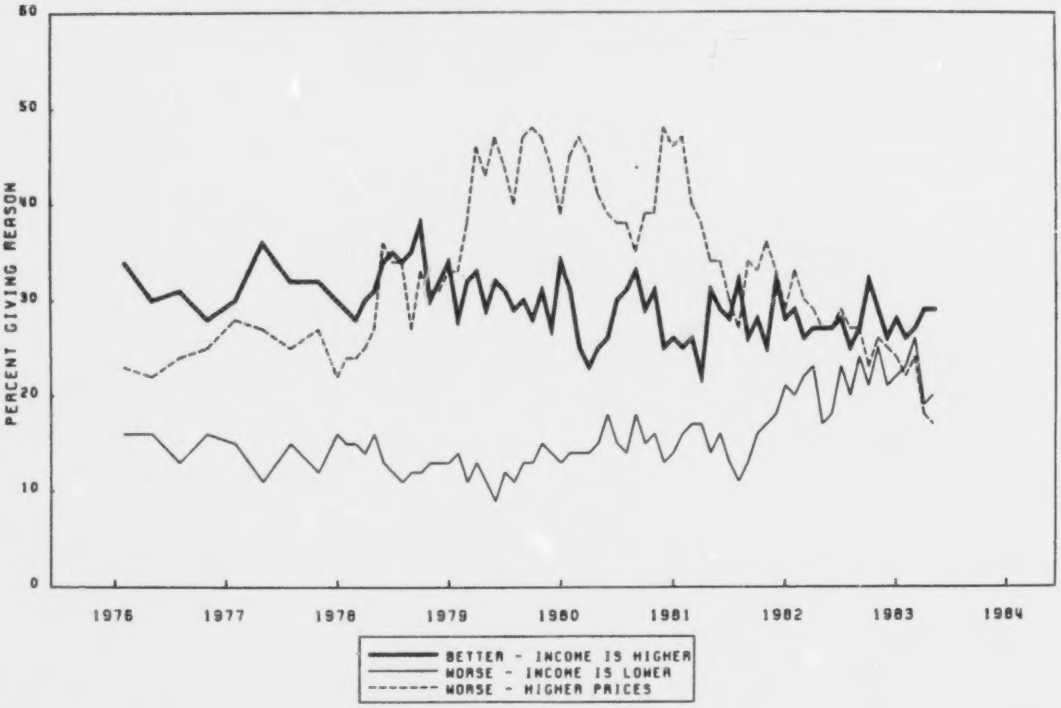


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

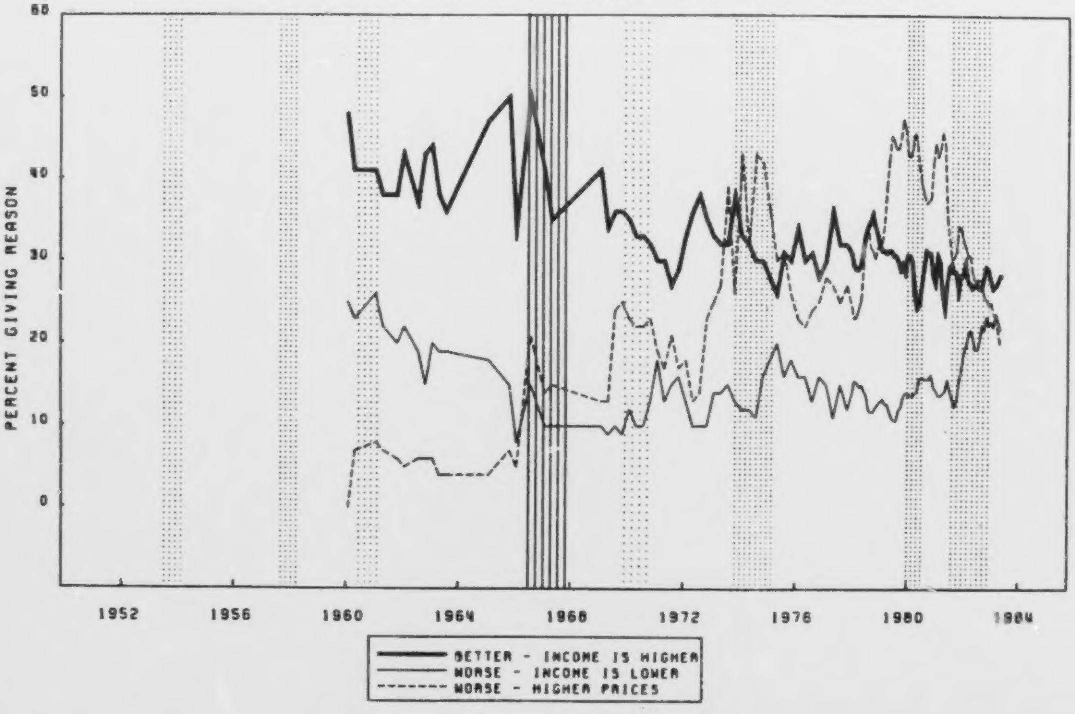


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	27%	27%	28%	25%	27%	32%	29%	26%	28%	26%	27%	29%	29%
WORSE OFF THAN YEAR AGO:													
Income is lower	17	18	23	20	24	21	25	21	22	23	26	19	20
Higher prices	27	27	29	27	27	23	26	25	24	22	24	18	17

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

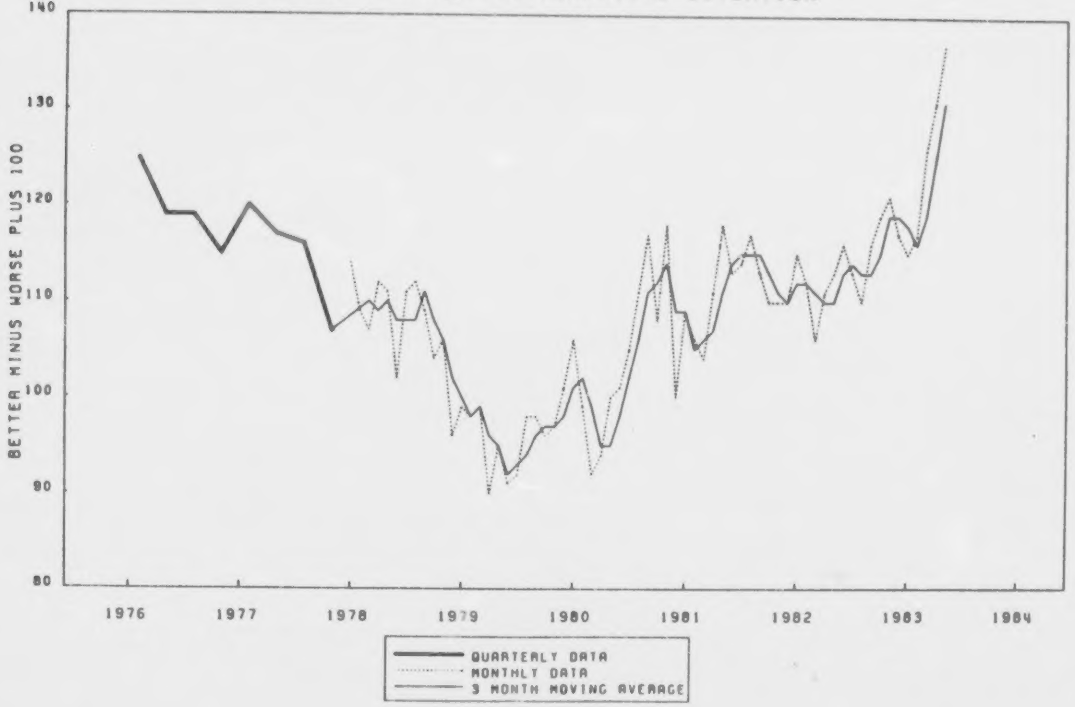


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

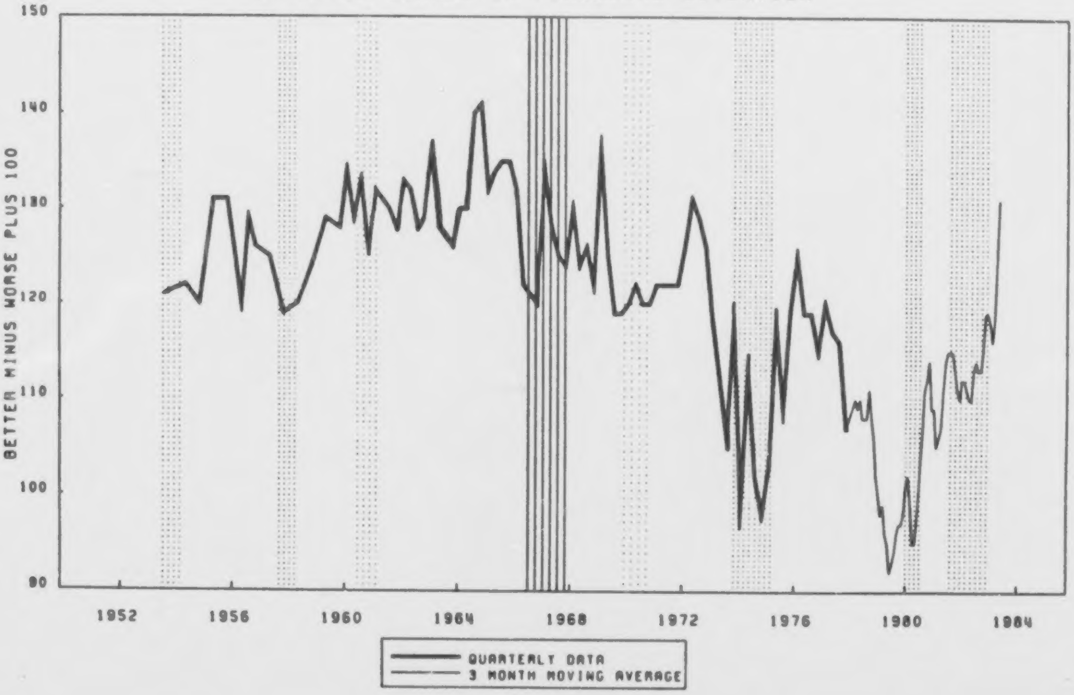


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
BETTER OFF	30%	34%	30%	30%	33%	35%	37%	34%	34%	33%	39%	40%	43%
SAME	49	45	49	46	48	45	43	46	44	47	46	47	47
WORSE OFF	17	18	17	20	17	16	16	17	19	16	13	9	6
DK,NA	4	3	4	4	2	4	4	3	3	4	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

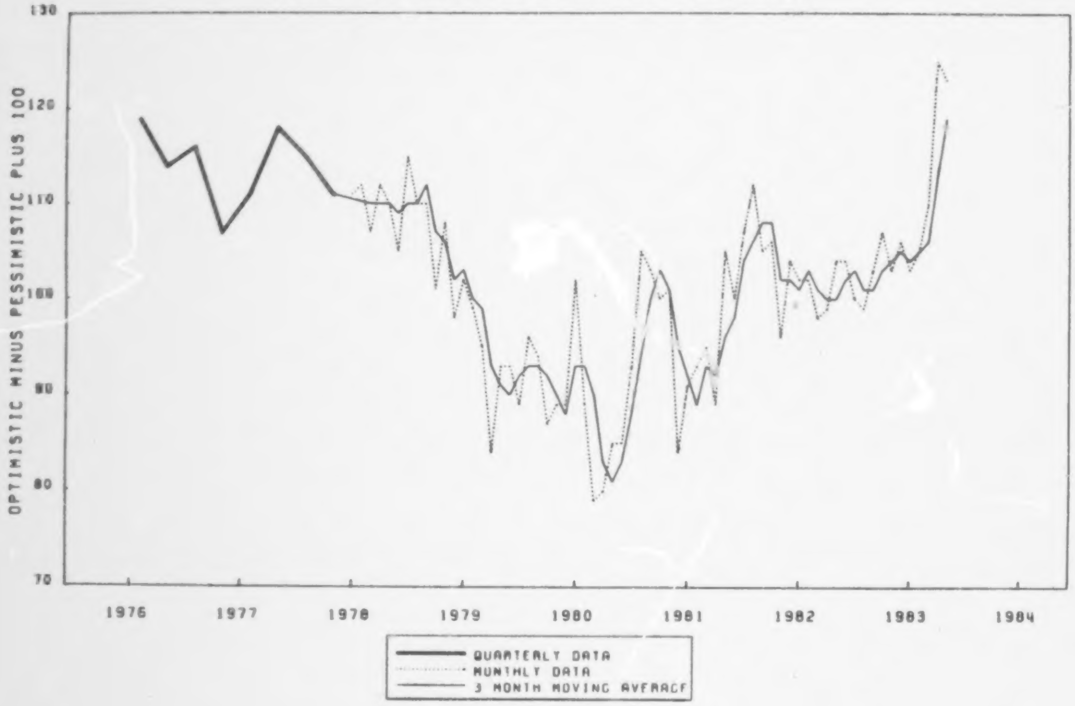


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

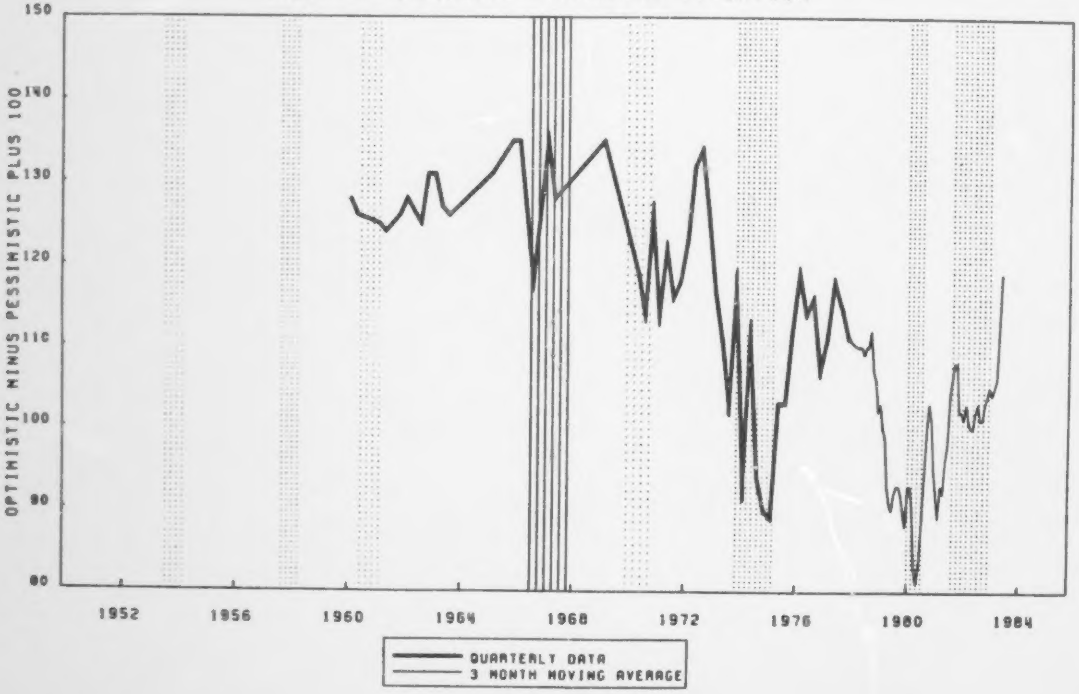


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	14%	14%	15%	15%	15%	18%	16%	14%	15%	13%	16%	19%	18%
Intermittent increase (b)	23	22	19	18	21	20	19	22	20	22	22	26	25
Remain unchanged (c)	17	16	17	18	16	14	12	18	16	16	16	18	18
Intermittent decline (d)	22	23	23	21	22	21	22	18	21	20	21	15	18
Continuous decline (e)	11	9	11	13	11	10	10	12	11	10	7	5	2
Mixed change (f)	9	13	11	11	12	12	18	13	13	14	16	13	15
DK,NA	4	3	4	4	3	5	3	3	4	5	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

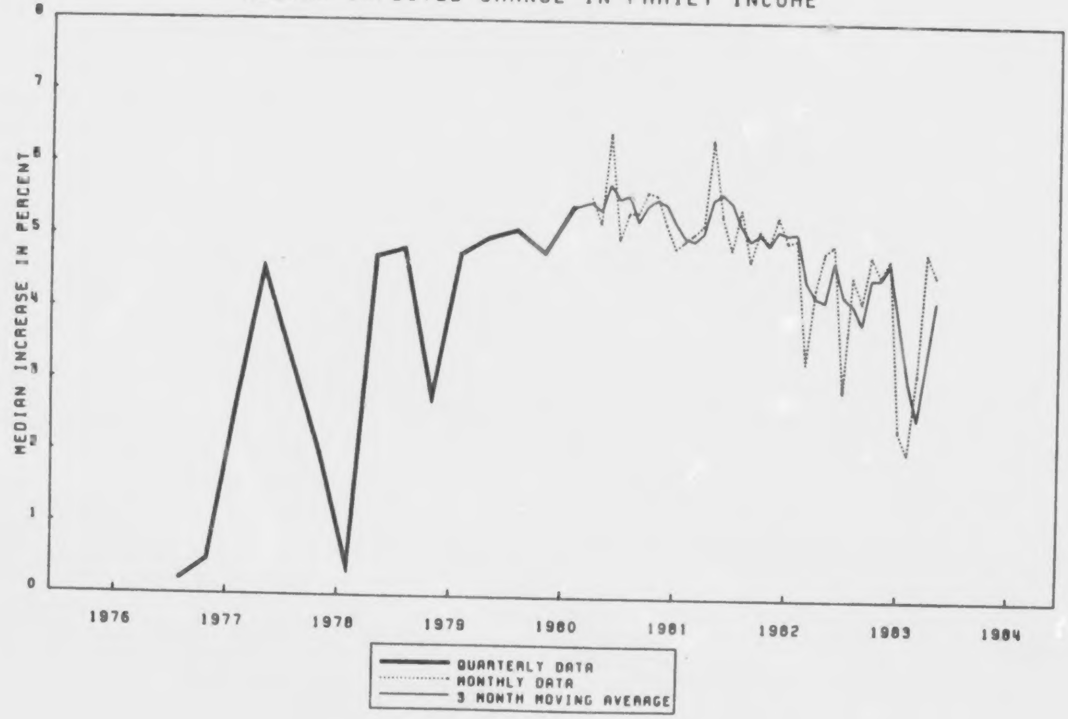


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
EXPECT INCREASE:													
1-4%	5%	6%	9%	8%	6%	7%	6%	6%	11%	7%	7%	9%	8%
5%	9	11	8	7	9	9	9	10	9	9	10	12	9
6-9%	11	13	10	12	9	11	7	9	8	8	10	12	8
10-24%	20	20	17	18	21	18	19	22	13	16	16	19	20
25% or more	8	7	6	7	7	8	9	7	7	8	7	7	9
DK how much up	7	4	6	6	4	7	6	4	6	4	5	4	5
EXPECT SAME	24	21	27	24	30	23	27	24	28	30	26	25	26
EXPECT DOWN	15	17	16	15	13	14	14	17	17	16	17	10	14
DK,NA	1	1	1	3	1	3	3	1	1	2	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

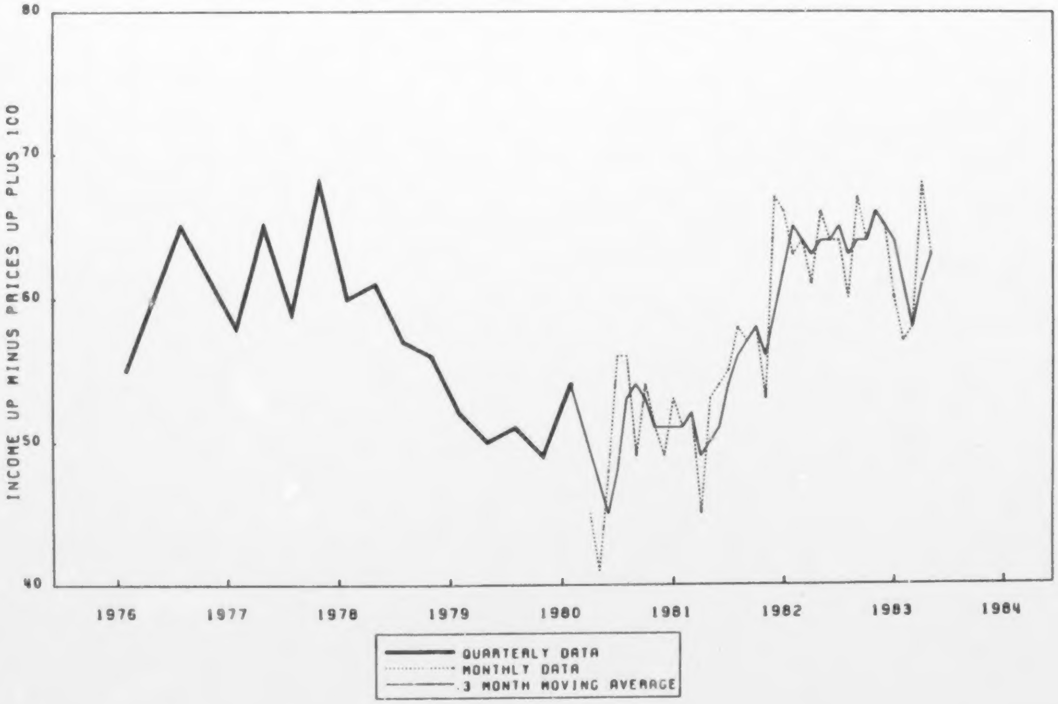


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
INCOME UP MORE	18%	16%	17%	14%	17%	18%	16%	14%	14%	14%	16%	17%	16%
INCOME UP SAME	29	31	29	30	32	27	33	35	30	27	25	32	30
PRICES UP MORE	52	52	53	54	50	54	50	49	54	57	58	49	53
DK,NA	1	1	1	2	1	1	1	2	2	2	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

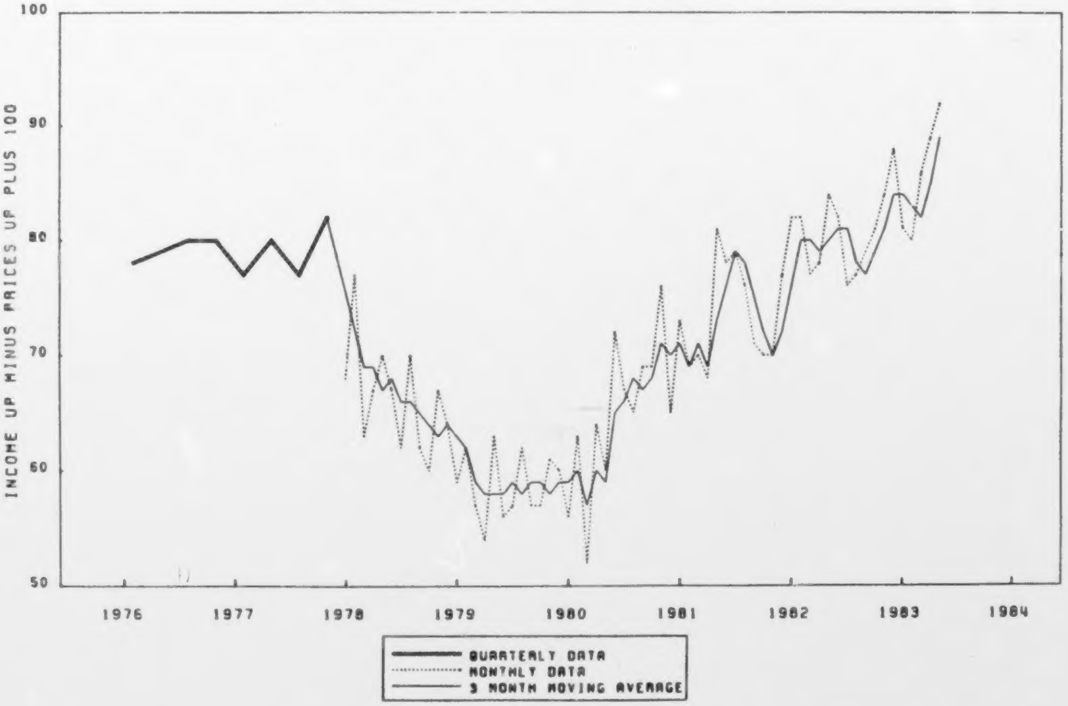


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
INCOME UP MORE	19%	18%	16%	17%	20%	18%	19%	21%	19%	16%	21%	19%	24%
INCOME UP SAME	43	43	41	40	37	42	42	44	40	44	41	46	42
PRICES UP MORE	35	36	40	40	41	37	35	33	38	36	35	30	32
DK,NA	3	3	3	3	2	3	4	2	3	4	3	5	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

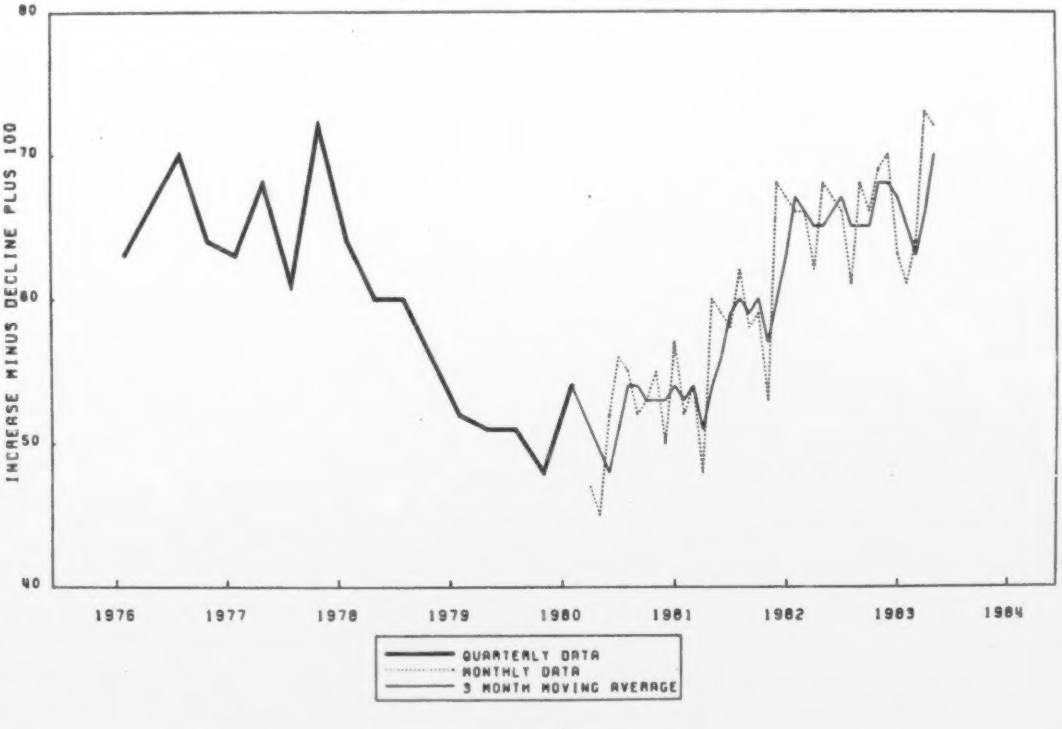


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	10%	8%	8%	8%	9%	9%	9%	8%	8%	8%	10%	9%	10%
Intermittent increase (b)	8	11	11	8	12	10	10	11	9	8	8	11	10
Remain unchanged (c)	20	19	19	19	18	17	19	21	18	17	15	21	19
Intermittent decline (d)	24	24	21	23	21	23	25	25	24	27	27	23	23
Continuous decline (e)	26	28	32	32	32	30	25	24	30	28	27	24	25
Mixed change (f)	9	7	5	6	5	8	7	7	7	7	9	7	11
DK,NA	3	3	4	4	3	3	5	4	4	5	4	5	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

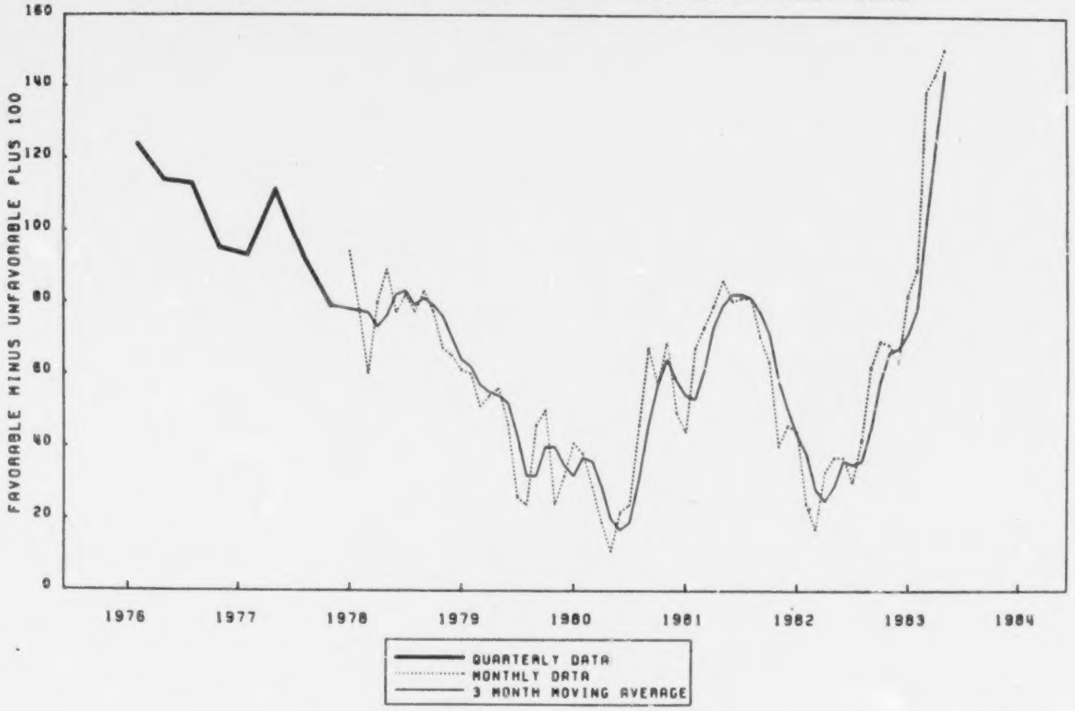


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

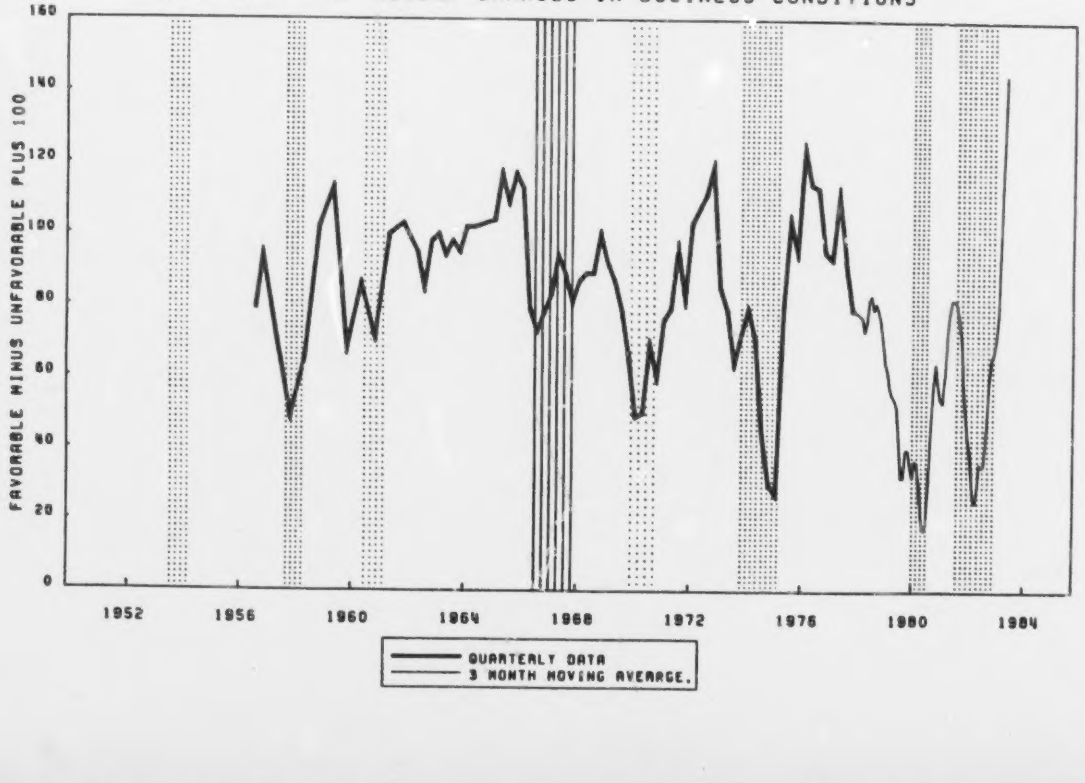


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
FAVORABLE NEWS	23%	24%	20%	28%	40%	39%	40%	39%	47%	49%	79%	76%	80%
UNFAVORABLE NEWS	86	87	90	86	78	70	72	76	65	60	40	32	29
NO MENTIONS	31	31	31	26	26	29	29	27	28	32	28	32	31

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

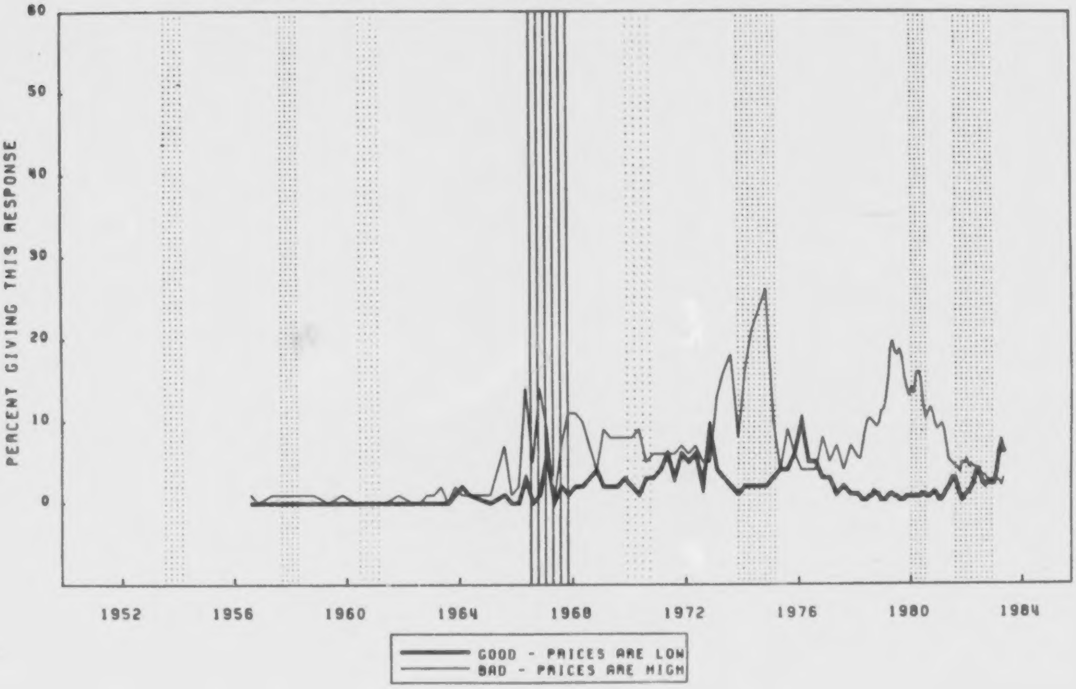


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

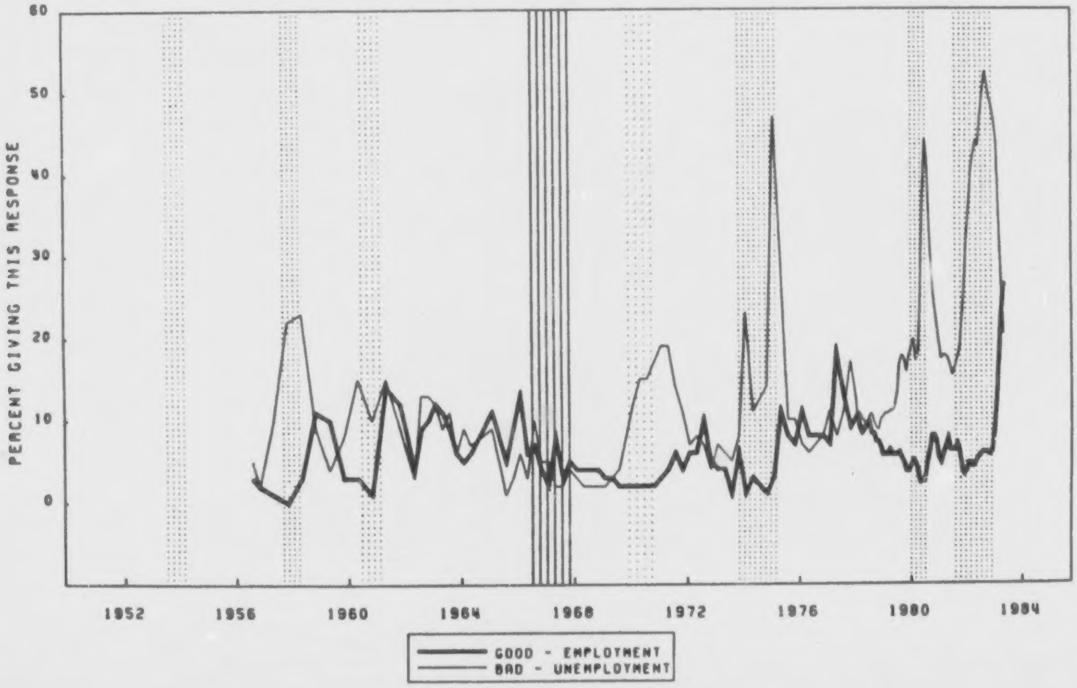


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
FAVORABLE NEWS:													
Government; elections	2%	2%	2%	1%	3%	1%	2%	2%	3%	2%	2%	2%	1%
Employment	6	6	5	7	6	5	6	7	12	17	22	29	28
Consumer demand high	2	3	2	3	1	2	2	3	4	6	8	8	11
Prices are low	5	3	2	2	2	3	2	2	3	6	9	7	3
Credit is easy	3	2	3	9	17	17	18	15	15	9	17	15	16
UNFAVORABLE NEWS:													
Government; elections	4	4	4	4	4	3	2	3	3	4	2	3	3
Unemployment	45	44	52	53	52	48	47	49	43	39	24	20	17
Consumer demand low	8	9	8	6	5	5	7	8	5	3	3	3	2
Prices are high	4	4	3	3	4	1	3	2	3	3	2	1	3
Credit is tight	6	8	9	6	3	3	1	1	2	1	*	1	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

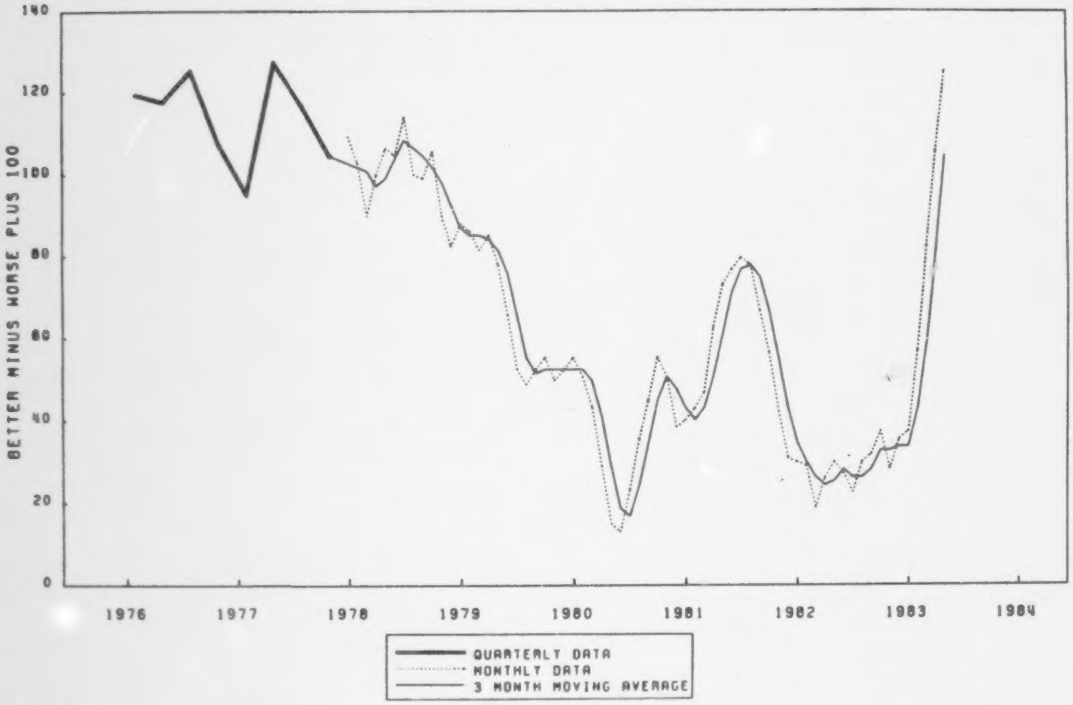


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

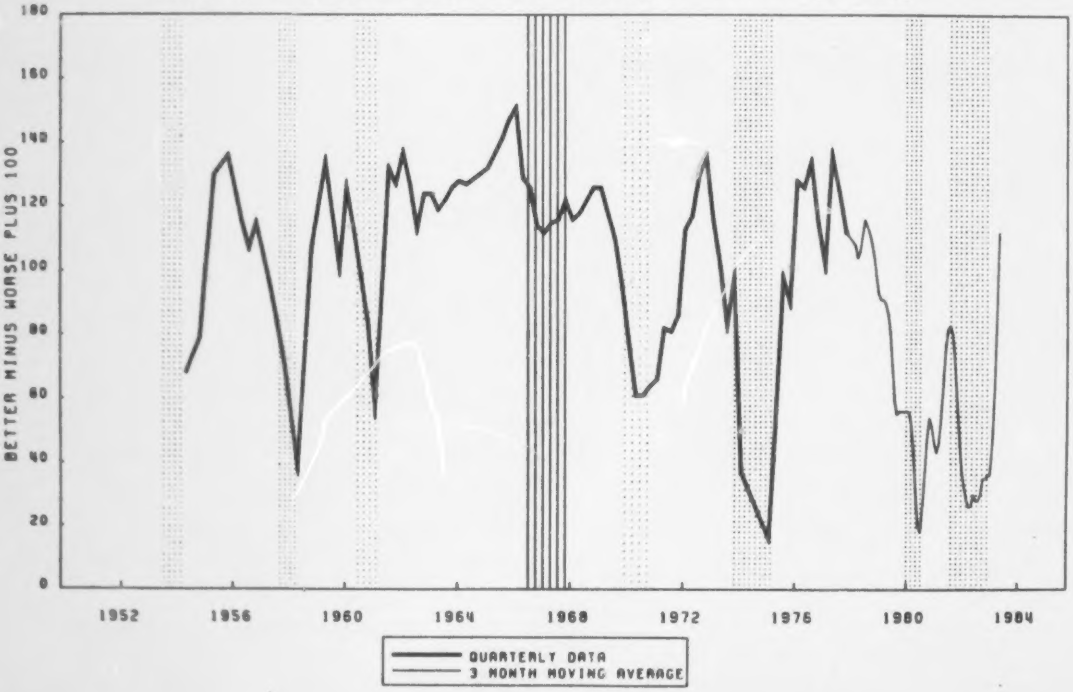


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
BETTER NOW	12%	11%	7%	12%	13%	15%	12%	14%	16%	26%	39%	51%	62%
SAME	6	6	8	6	8	9	5	9	8	8	10	10	10
WORSE NOW	80	82	83	80	79	75	82	76	76	65	51	38	28
DK,NA	2	1	2	2	*	1	1	1	*	1	*	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

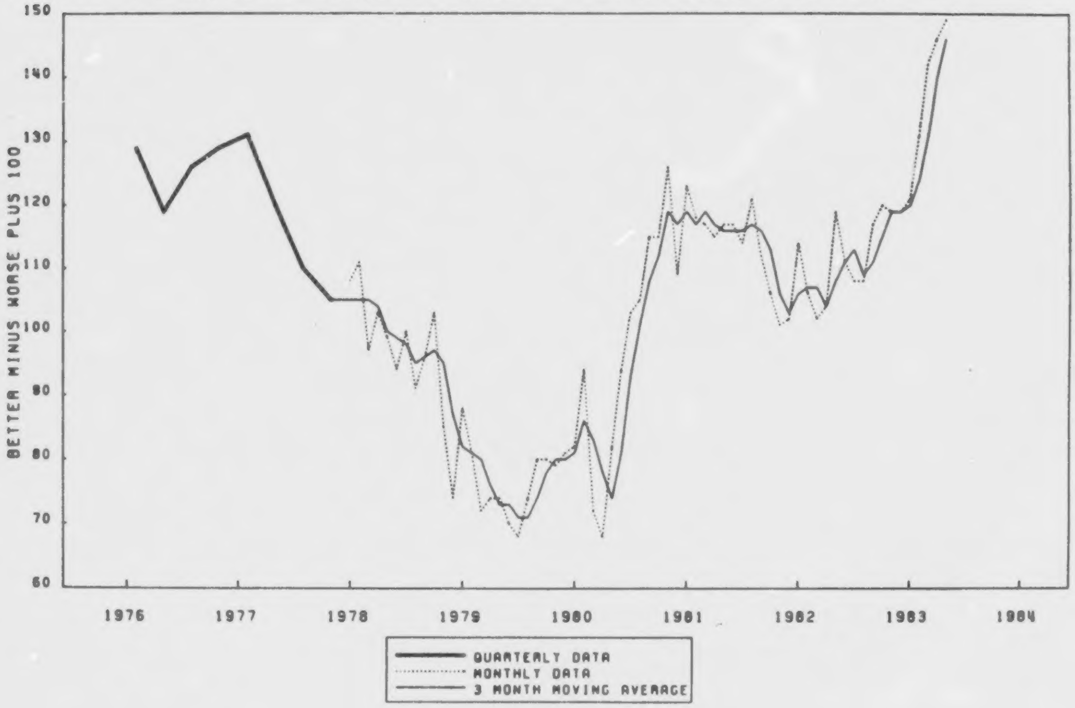


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

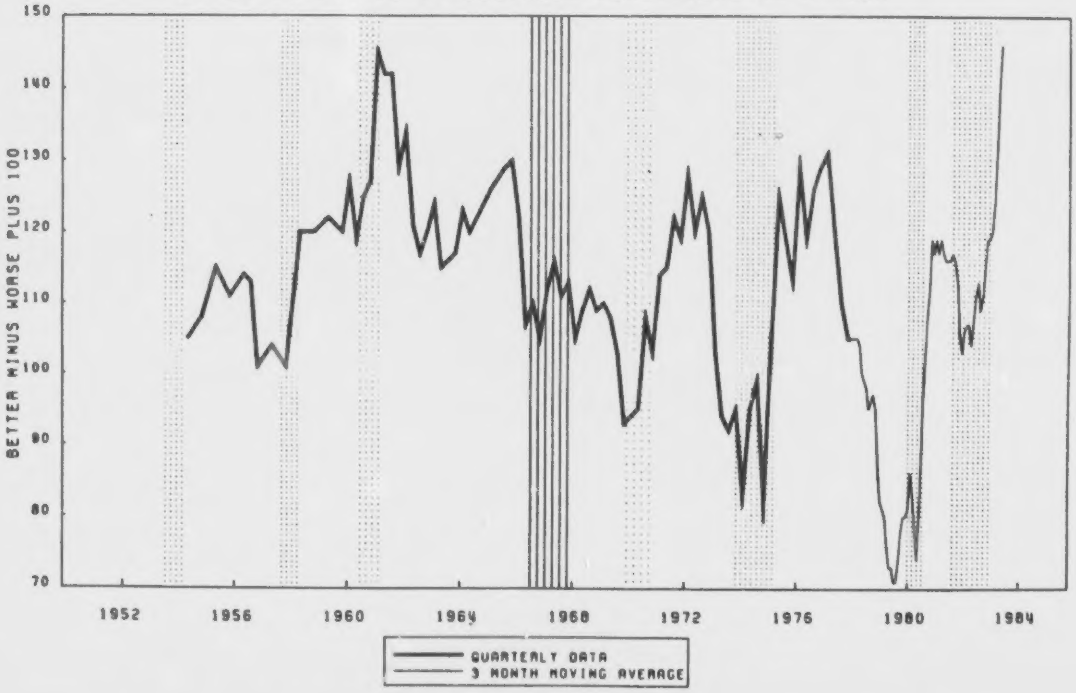


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
BETTER	39%	37%	33%	31%	36%	40%	38%	39%	38%	45%	51%	53%	55%
SAME	39	34	41	43	43	36	41	41	43	40	39	38	38
WORSE	20	26	25	23	19	20	19	20	17	14	9	7	6
DK,NA	2	3	1	3	2	4	2	*	2	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

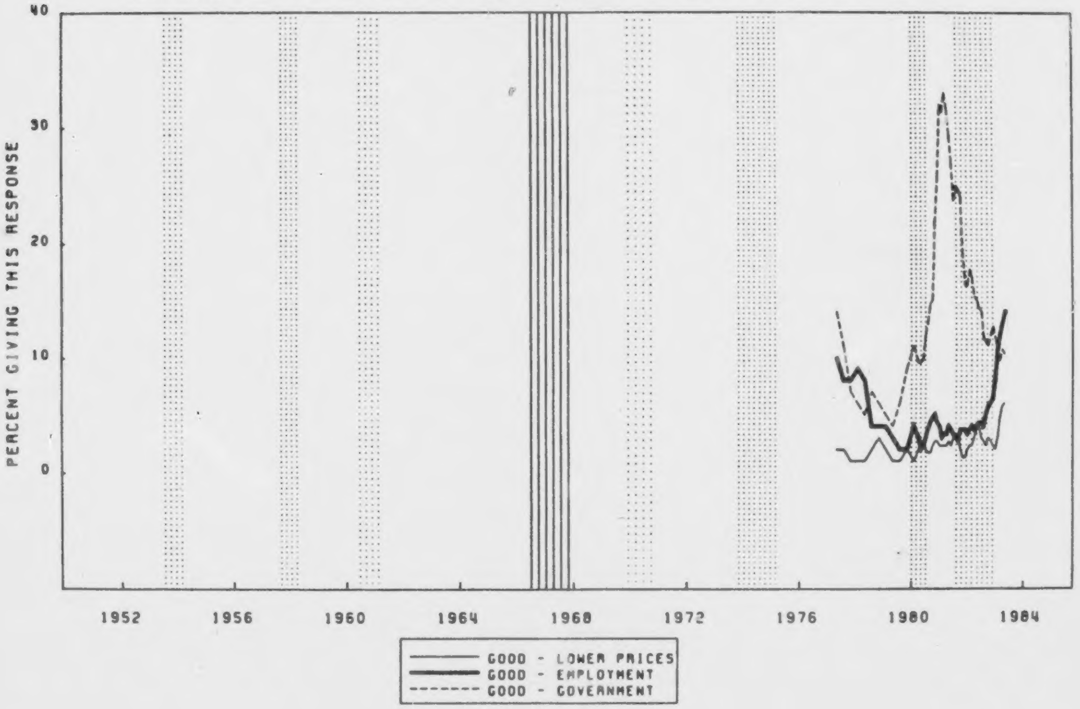


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

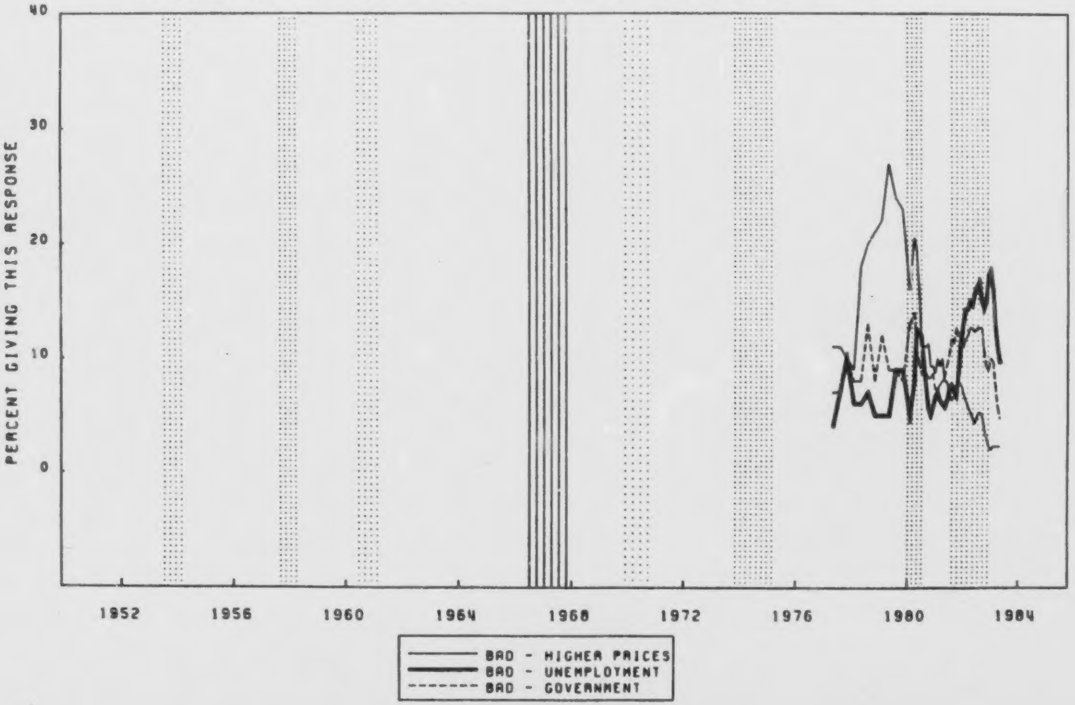


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
FAVORABLE REASONS:													
Government; elections	18%	11%	13%	11%	11%	11%	14%	13%	8%	11%	10%	11%	10%
Employment	5	4	4	4	7	6	5	8	11	13	12	14	16
Higher consumer demand	4	6	3	3	3	4	4	6	5	7	6	9	10
Lower prices	4	3	2	2	3	4	1	2	3	4	7	6	5
Easier credit	10	9	5	8	13	15	12	12	12	12	13	14	12
UNFAVORABLE REASONS:													
Government; elections	12	12	14	12	12	8	8	11	11	7	5	5	4
Unemployment	15	18	16	16	13	14	18	20	15	13	10	10	9
Lower consumer demand	4	6	5	3	5	3	5	5	4	4	2	4	2
Higher prices	4	5	6	5	4	3	2	2	2	3	2	2	3
Tighter credit	6	10	9	6	7	3	3	2	2	2	1	2	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

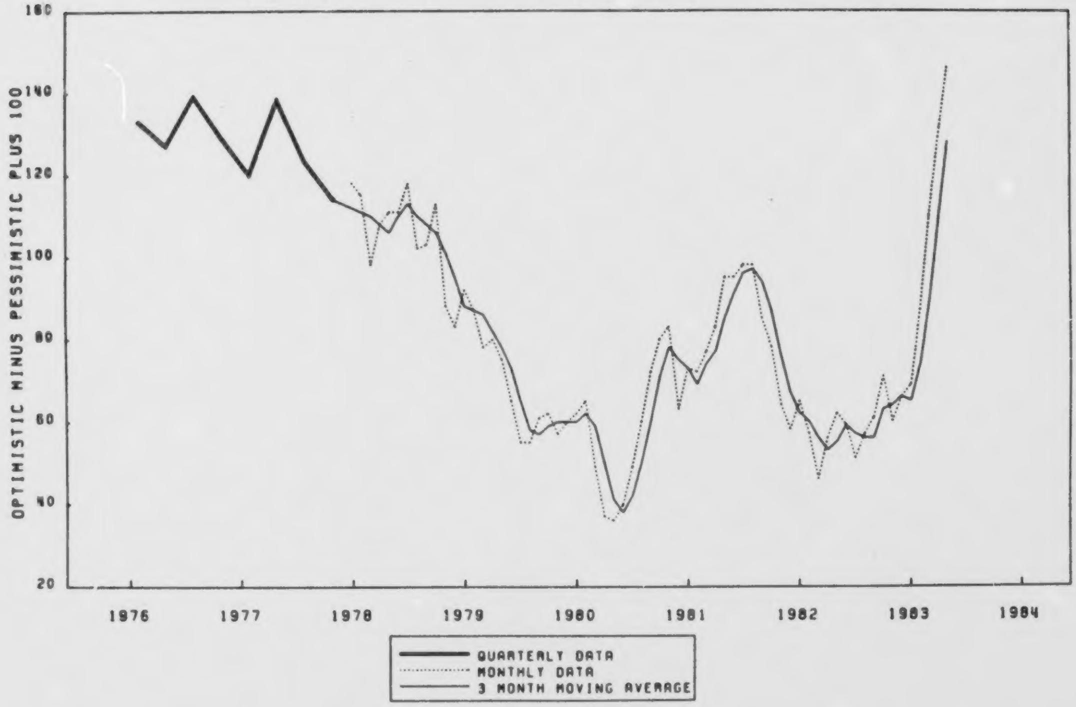


CHART 17 · HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

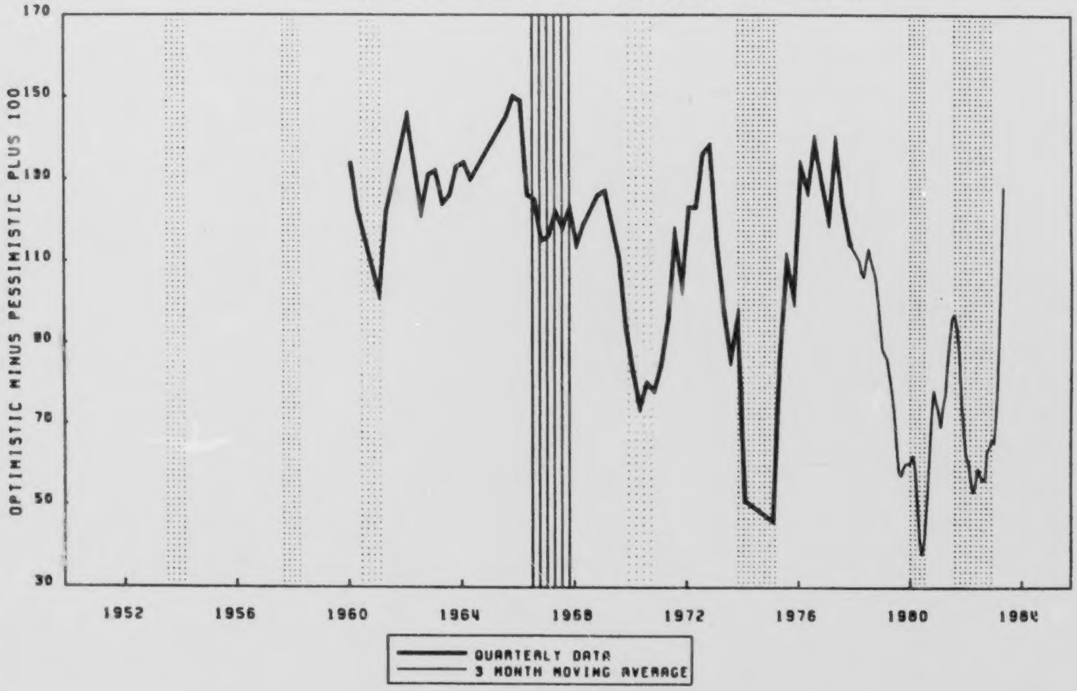


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
TREND:													
Continuous increase (a)	8%	6%	5%	7%	8%	10%	8%	8%	11%	18%	28%	36%	42%
Intermittent increase (b)	6	6	5	7	6	9	7	9	9	11	15	18	23
Remain unchanged (c)	3	2	3	3	4	3	1	4	3	4	4	5	5
Intermittent decline (d)	33	29	36	35	36	29	37	33	35	29	25	19	14
Continuous decline (e)	19	24	23	22	17	19	18	18	16	13	8	6	5
Mixed change (f)	28	30	25	22	27	26	27	27	24	23	18	14	10
DK,NA	3	3	3	4	2	4	2	1	2	2	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

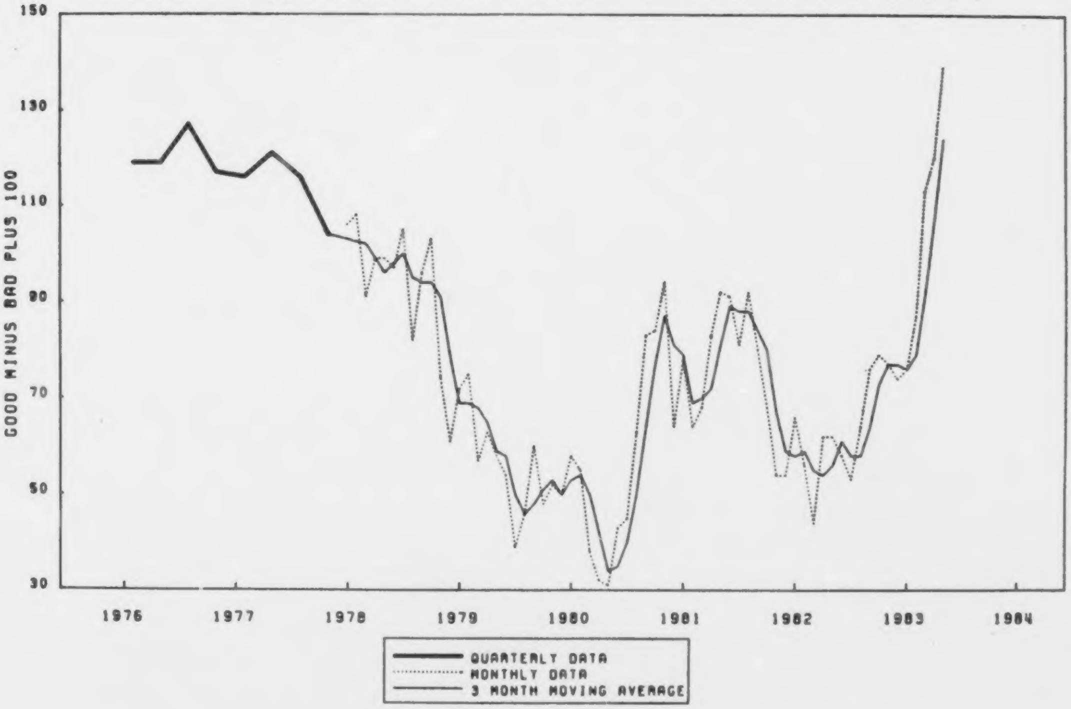


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

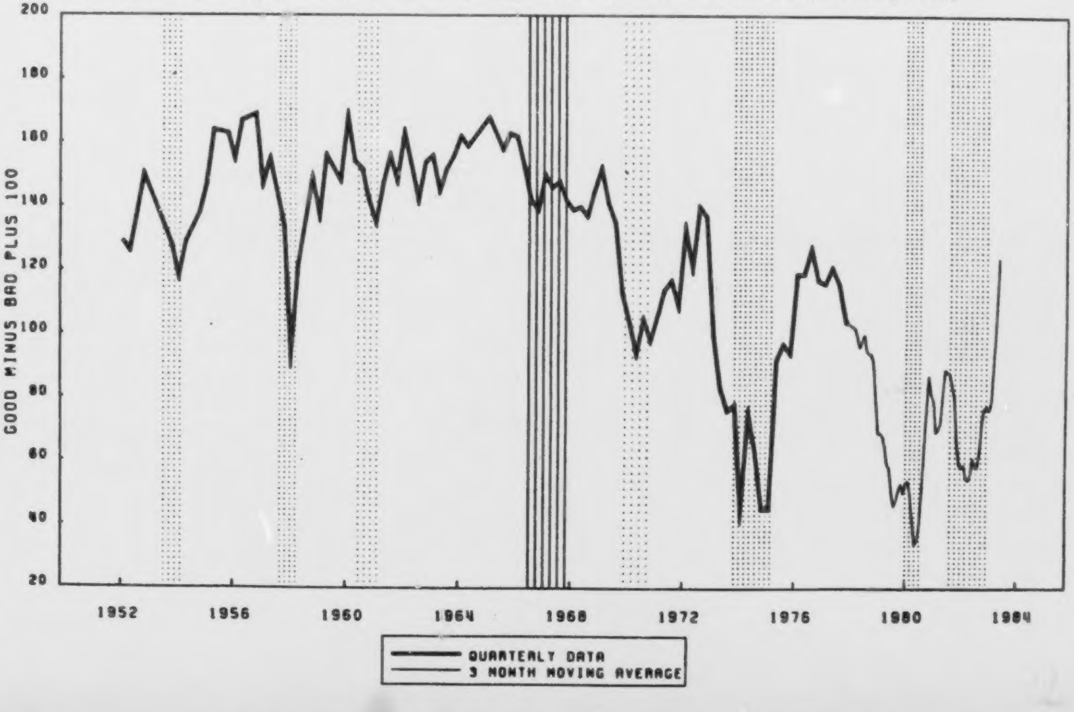


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIMES	27%	25%	23%	26%	33%	35%	33%	32%	34%	39%	52%	56%	65%
UNCERTAIN; GOOD & BAD	1	1	2	5	4	3	4	2	1	1	2	1	2
BAD TIMES	65	67	70	62	57	56	56	58	58	52	39	36	26
DON'T KNOW	4	4	3	3	4	4	3	5	3	3	4	3	4
NOT ASCERTAINED	3	3	2	4	2	2	4	3	4	5	3	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

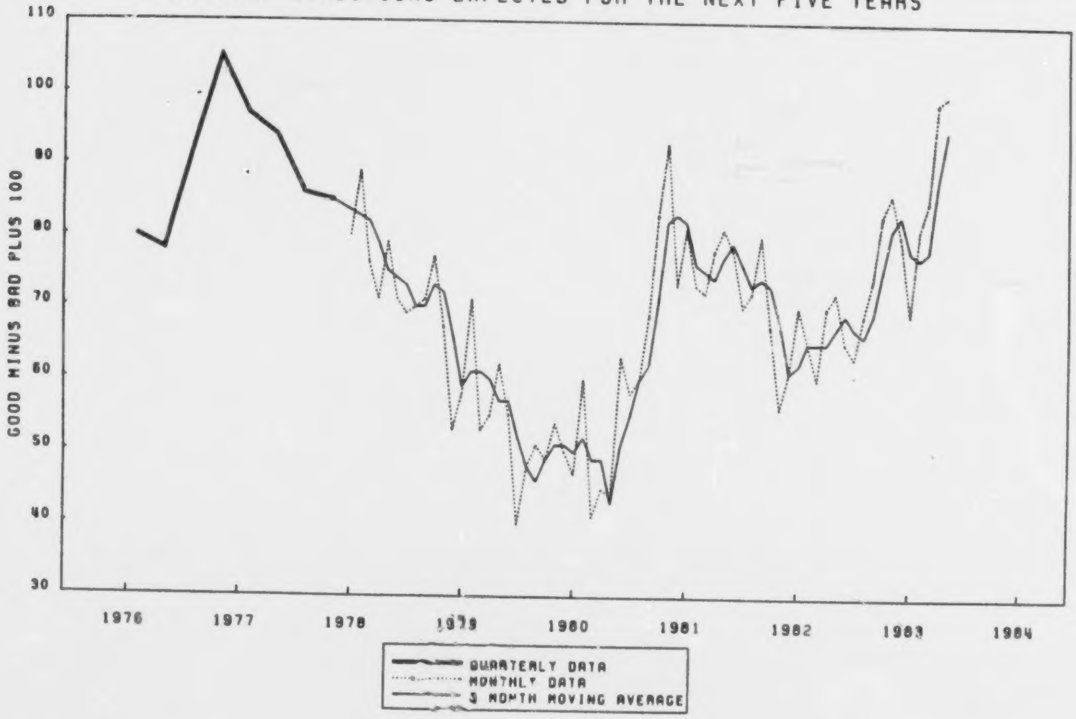


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

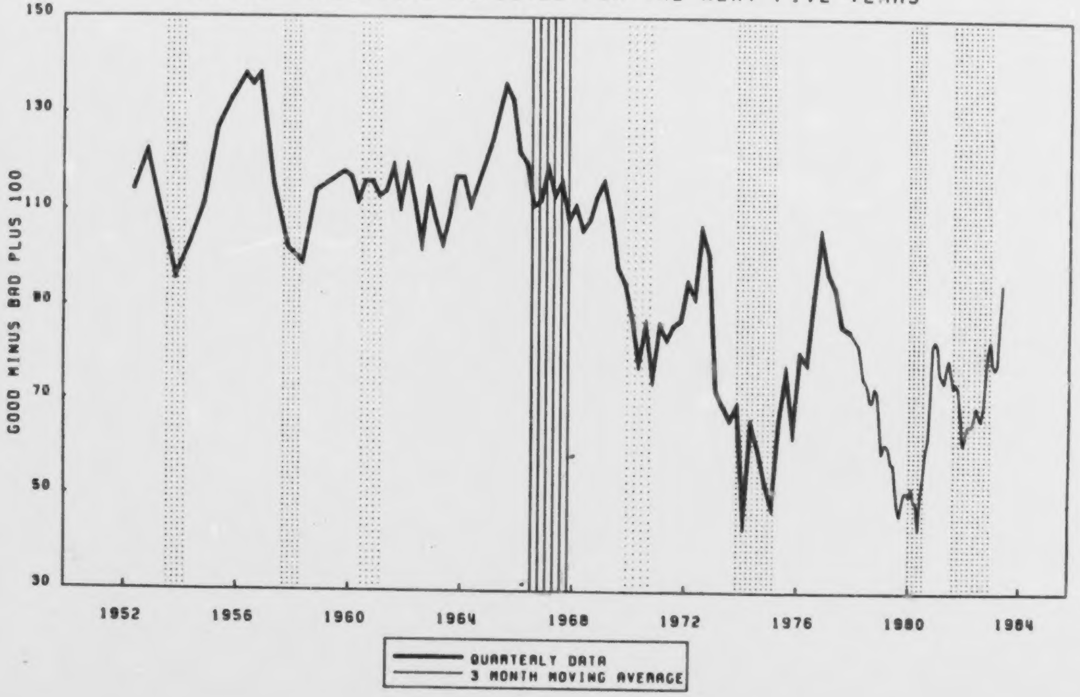


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIMES	27%	24%	22%	23%	28%	32%	33%	29%	26%	31%	33%	38%	39%
UNCERTAIN; GOOD & BAD	13	12	15	15	14	14	14	14	12	13	15	18	18
BAD TIMES	55	59	59	54	54	49	47	49	57	50	48	39	39
NOT ASCERTAINED	5	5	4	8	4	5	6	8	5	6	4	5	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

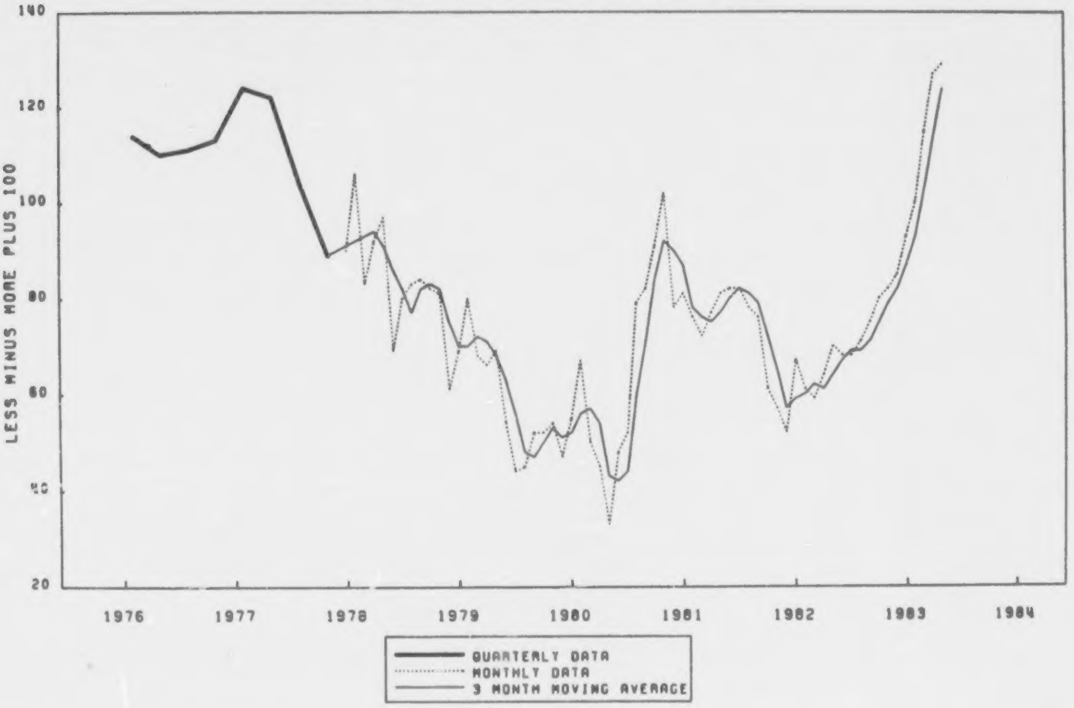


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

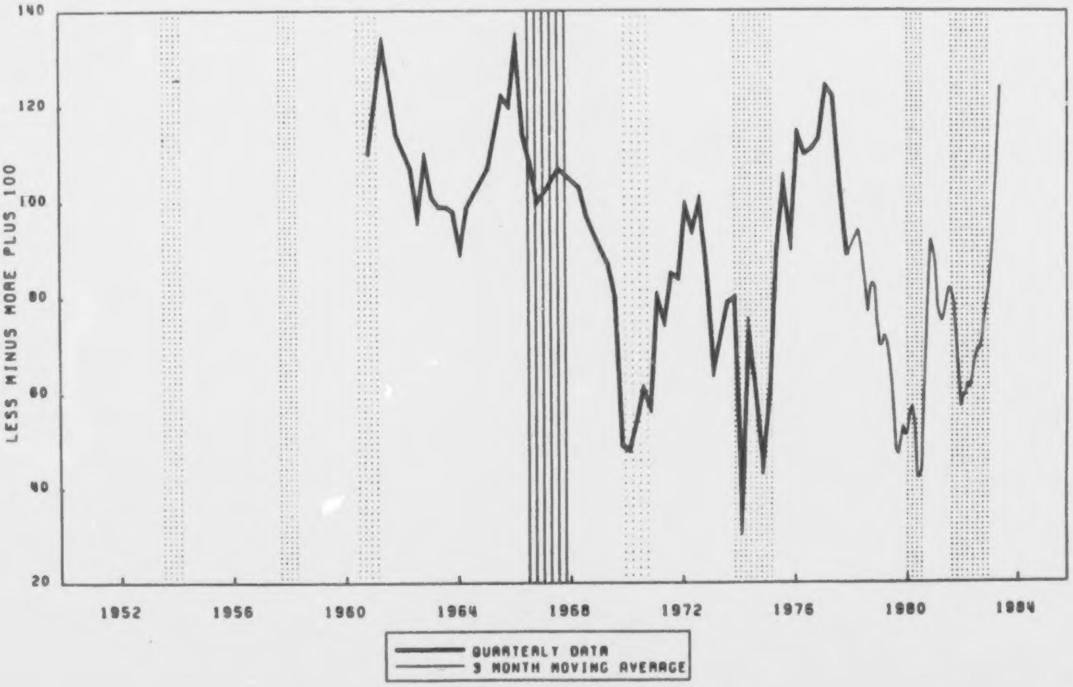


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
LESS	17%	16%	16%	17%	18%	21%	19%	22%	23%	29%	36%	42%	42%
SAME	35	35	35	35	38	36	42	40	45	41	43	41	44
MORE	47	48	48	46	43	41	37	37	30	29	21	15	13
DK,NA	1	1	1	2	1	2	2	1	2	1	*	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

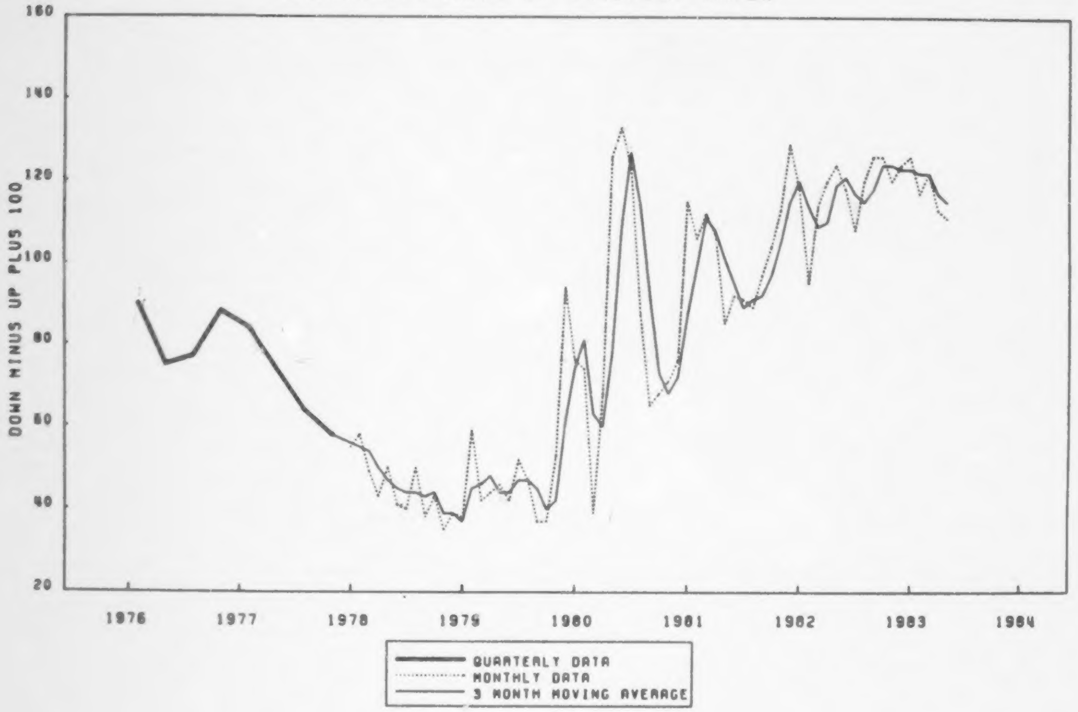


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

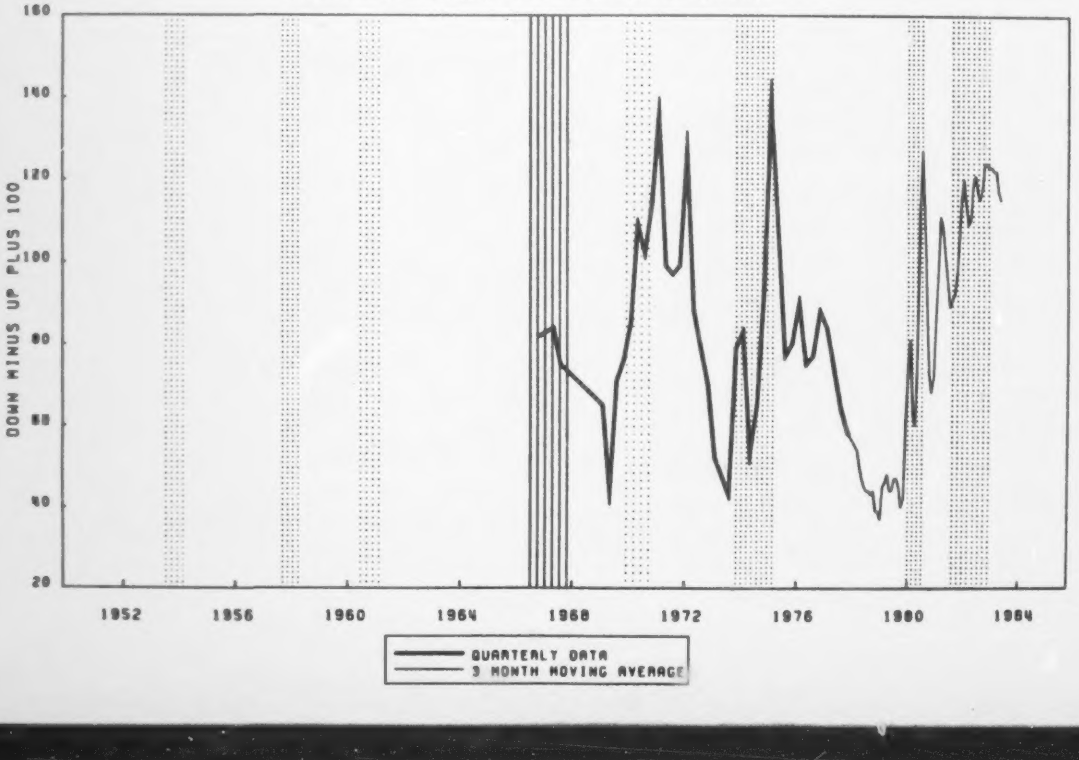


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GO UP	19%	21%	24%	21%	22%	22%	25%	20%	18%	24%	19%	21%	20%
STAY THE SAME	34	37	41	34	26	26	26	33	35	32	38	42	47
GO DOWN	43	39	32	41	48	48	45	44	44	41	41	34	31
DK,NA	4	3	3	4	4	4	4	3	3	3	2	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

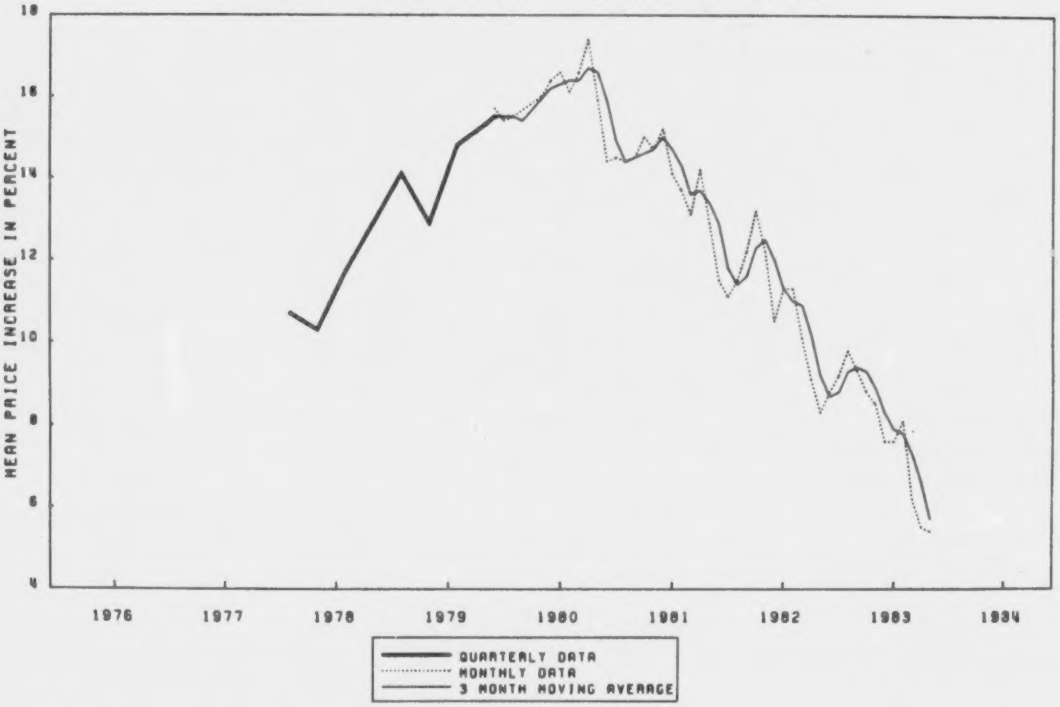


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
SAME OR DOWN	23%	14%	12%	12%	16%	20%	20%	20%	23%	24%	31%	30%	31%
GONE UP BY:													
1-2%	2	8	6	5	6	4	5	6	7	5	6	8	9
3-4%	11	10	8	8	10	7	9	9	11	10	10	10	13
5%	12	12	14	11	12	13	15	17	17	15	12	17	13
6-9%	13	14	13	16	14	12	12	12	9	10	9	9	8
10-14%	16	21	22	24	19	22	14	17	15	14	15	11	14
15% or more	17	16	18	17	16	14	18	14	12	16	11	9	8
DK how much up	6	5	6	6	7	7	6	5	5	5	5	5	4
DK,NA	*	*	1	1	*	1	1	*	1	1	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	8.3	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4
VARIANCE	96	93	87	96	115	106	102	82	108	113	71	64	61
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

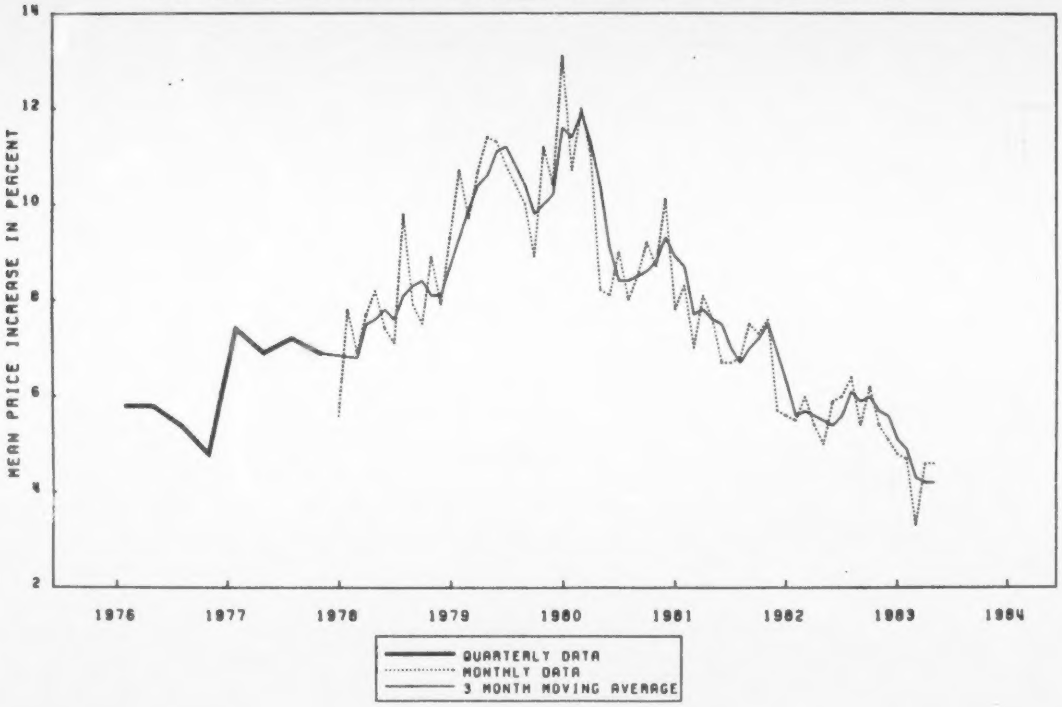


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

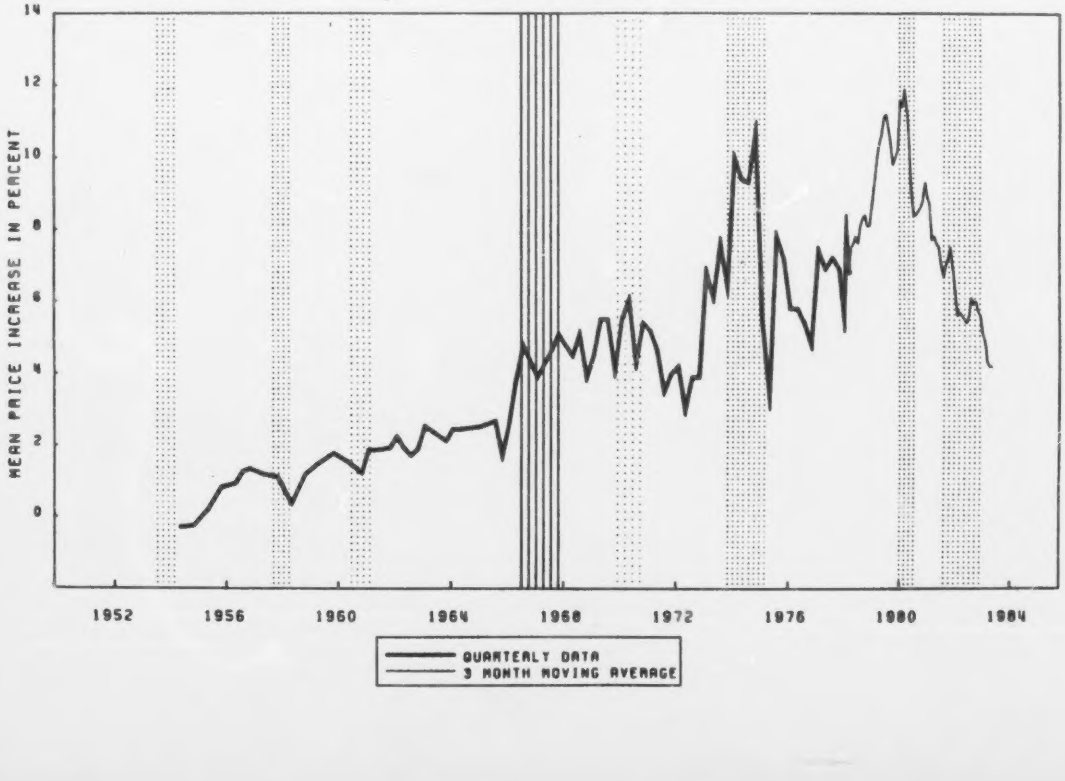


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
SAME OR DOWN	36%	30%	23%	23%	31%	31%	32%	33%	35%	36%	44%	30%	32%
WILL GO UP BY:													
1-2%	6	7	7	8	7	5	5	6	10	8	9	10	9
3-4%	9	10	10	12	9	8	10	13	11	12	12	13	13
5%	15	14	17	16	14	14	15	15	16	15	14	17	17
6-9%	11	10	15	12	13	11	11	9	7	9	5	10	10
10-14%	8	16	14	13	12	15	12	11	9	8	8	9	10
15% or more	8	8	7	11	7	9	9	8	7	7	4	5	5
DK how much up	4	3	5	3	5	5	3	3	3	3	3	4	3
DK,NA	3	2	2	2	2	2	3	2	2	2	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.0	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6
VARIANCE	58	71	53	65	59	82	55	56	67	60	33	45	49
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

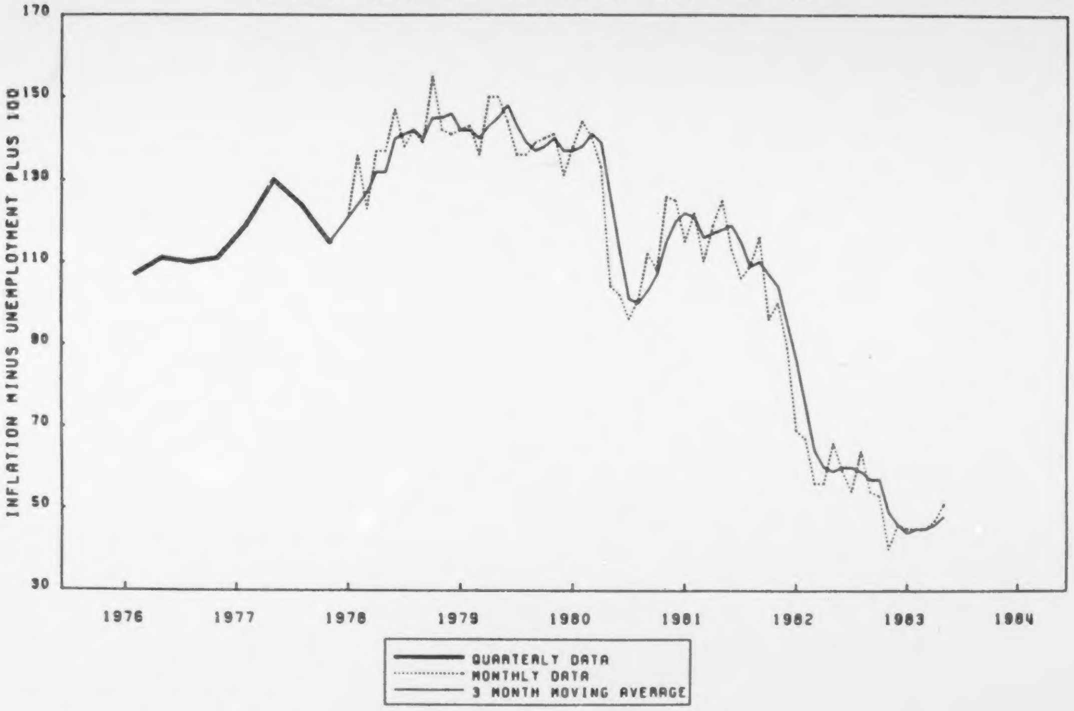


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

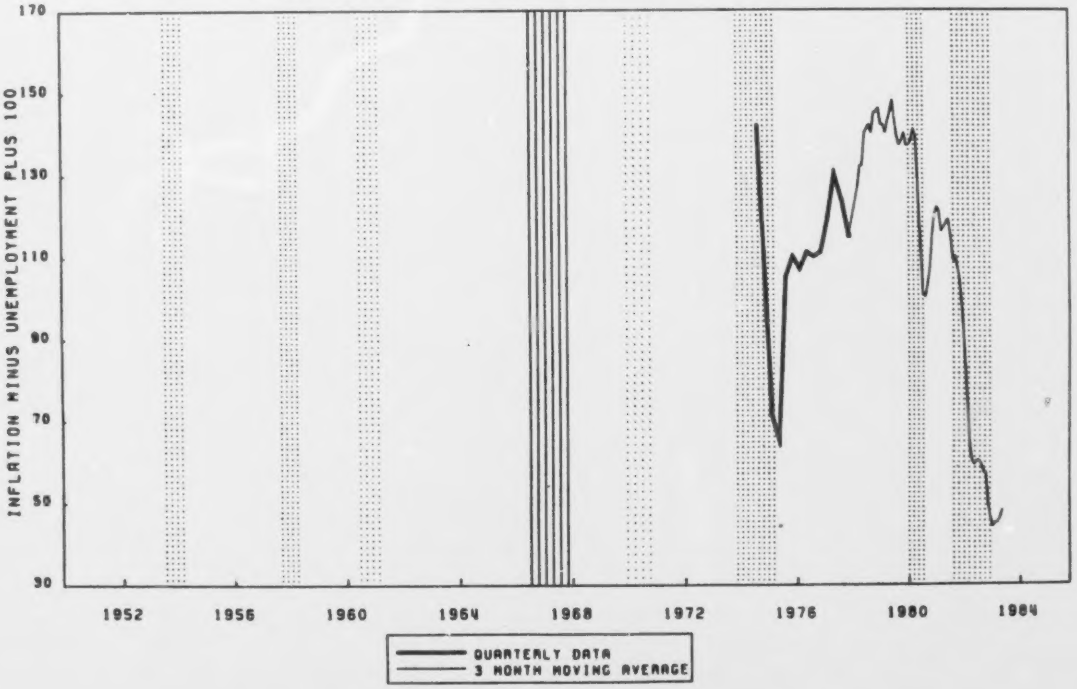


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
UNEMPLOYMENT	62%	64%	67%	62%	68%	67%	76%	72%	74%	73%	73%	73%	71%
BOTH EQUALLY SERIOUS	9	12	11	11	9	11	7	9	5	8	8	6	6
INFLATION	28	23	21	26	22	20	16	18	19	18	18	20	22
DK,NA	1	1	1	1	1	2	1	1	2	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

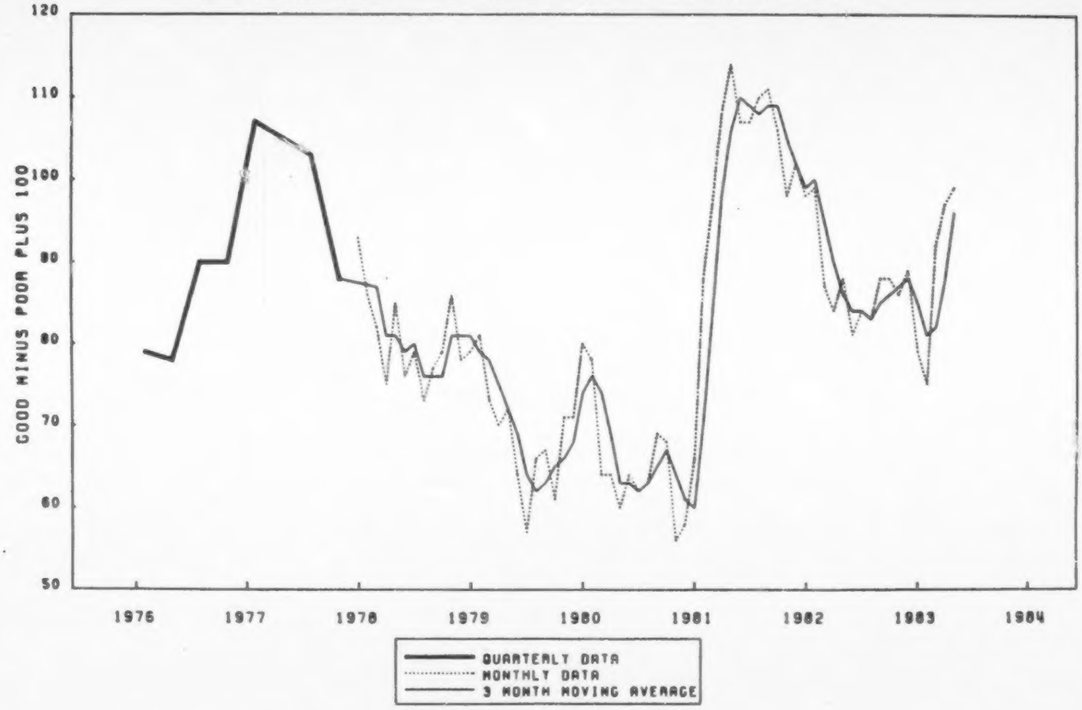


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

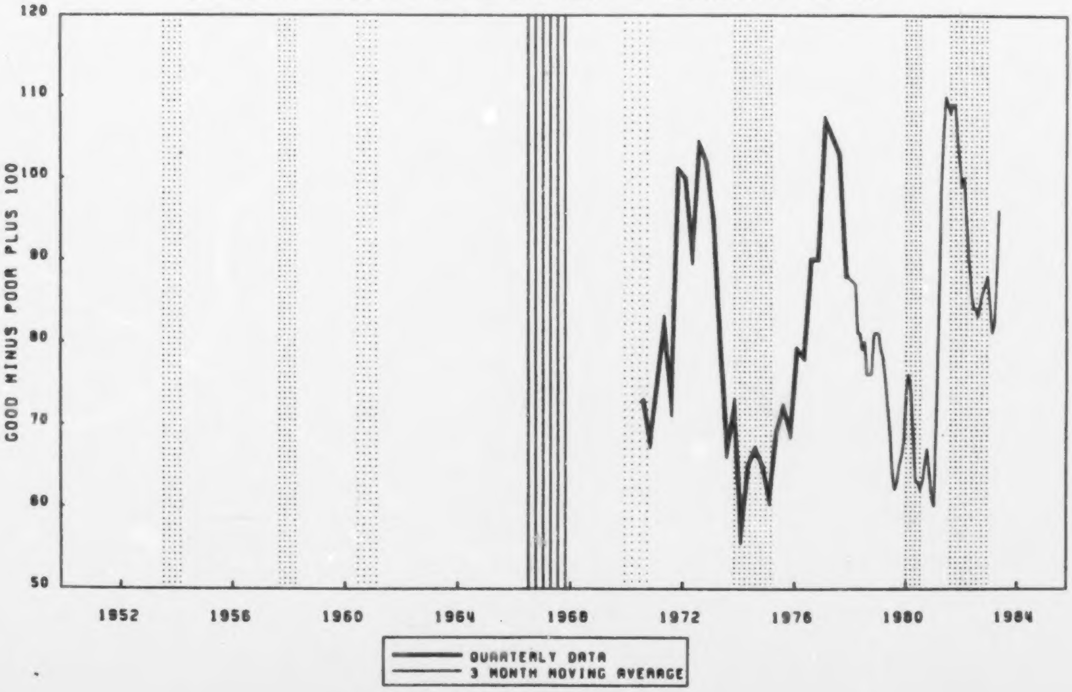


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
A GOOD JOB	20%	16%	18%	17%	19%	21%	19%	19%	16%	16%	21%	21%	20%
ONLY FAIR	46	46	46	45	46	41	45	47	45	40	48	53	57
A POOR JOB	32	35	34	34	31	33	33	30	37	41	29	24	21
DK,NA	2	3	2	4	4	5	3	4	2	3	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

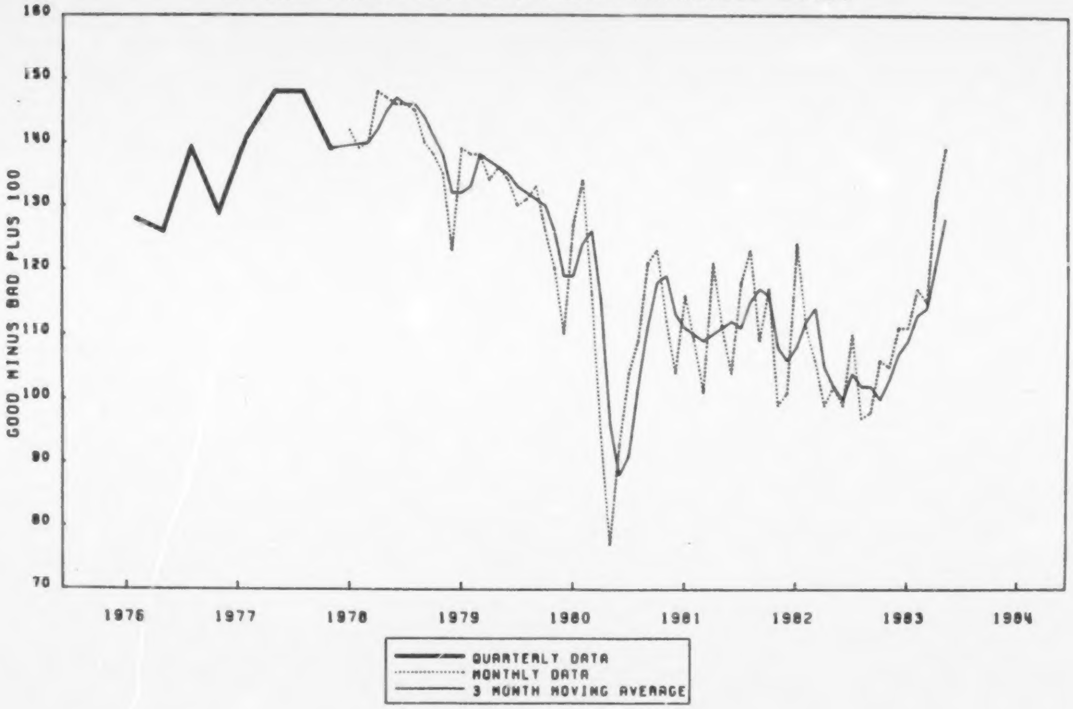


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

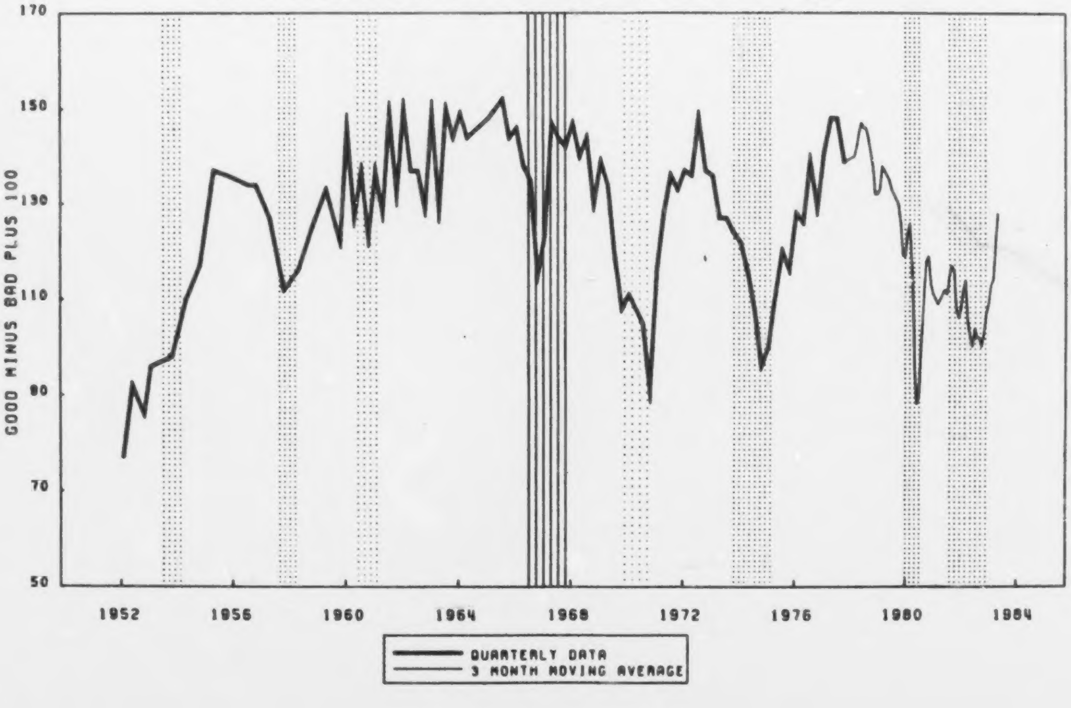


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY	45%	43%	48%	41%	42%	46%	47%	50%	51%	54%	53%	61%	67%
UNCERTAIN, DEPENDS	12	13	14	15	14	14	11	11	9	9	9	9	5
BAD TIME TO BUY	43	44	38	44	44	40	42	39	40	37	38	30	28
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

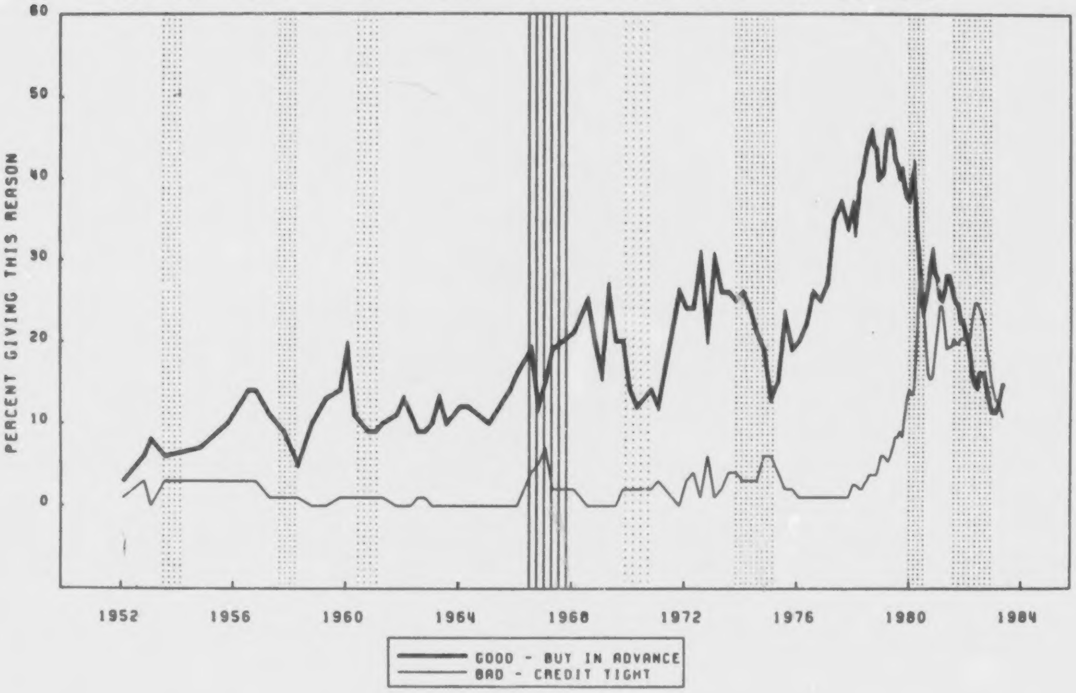


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

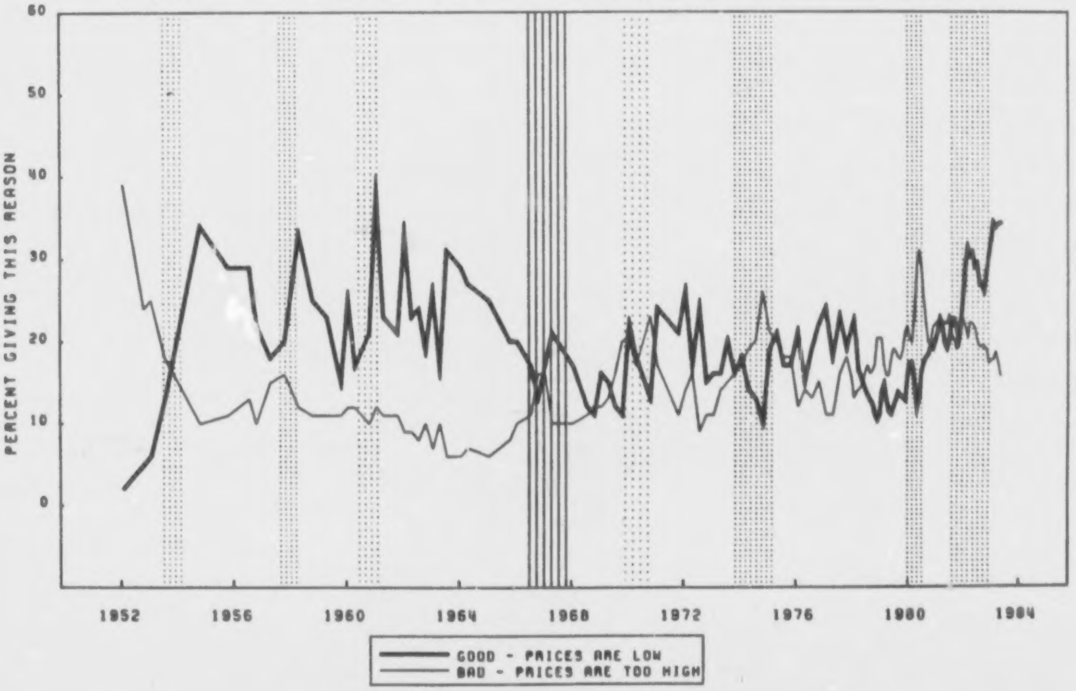


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	31%	27%	30%	24%	26%	28%	31%	32%	33%	38%	30%	36%	37%
Prices won´t come down; are going higher	15	14	19	15	14	14	11	10	13	11	12	15	17
Interest rates low; credit is easy	3	2	2	2	4	5	5	8	7	8	12	14	13
BAD TIME TO BUY:													
Prices are high	21	21	18	19	21	18	18	16	19	18	19	16	12
Interest rates are high; credit is tight	24	24	24	22	20	16	17	13	12	13	13	11	8
Lack of purchasing power	20	21	19	21	21	21	24	21	22	16	18	15	16

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

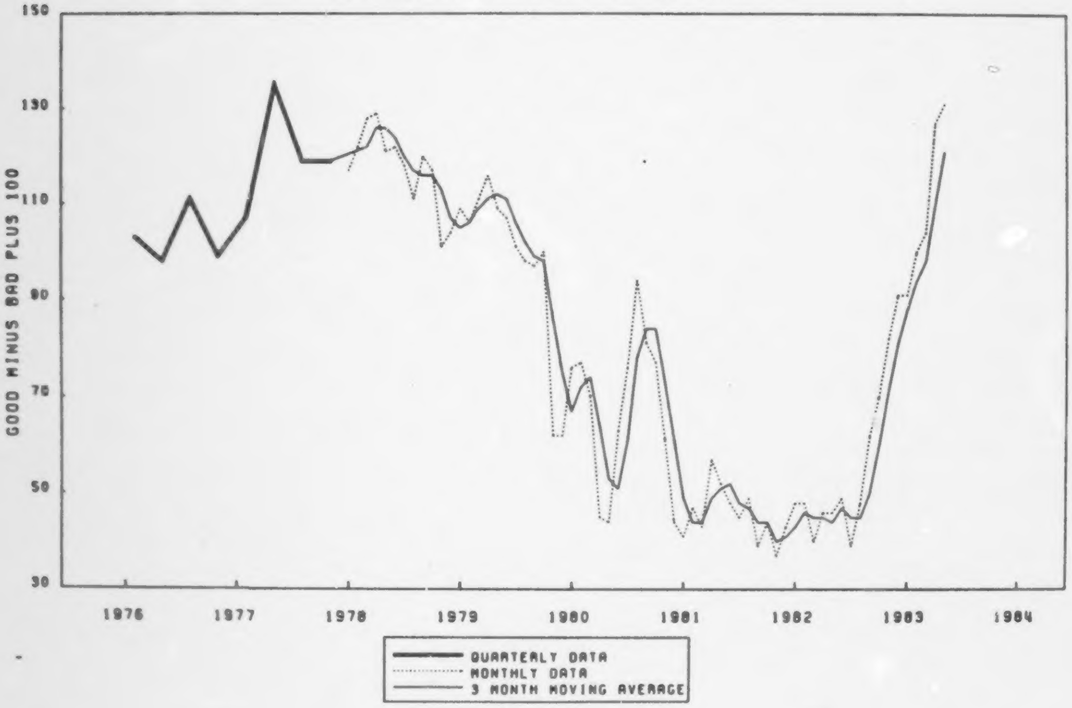


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

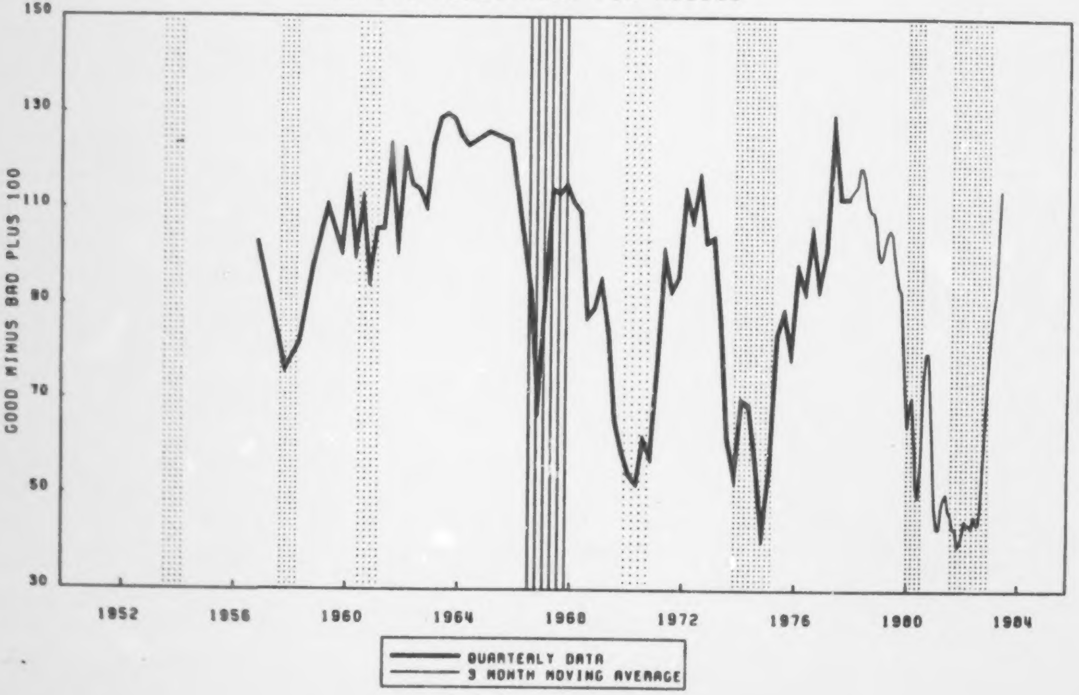


TABLE 28

BUYING CONDITIONS FOR HOUSES

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY	19%	21%	15%	20%	28%	32%	38%	44%	44%	49%	51%	61%	64%
UNCERTAIN, DEPENDS	8	7	9	8	6	6	6	3	3	2	2	5	3
BAD TIME TO BUY	73	72	76	72	66	62	56	53	53	49	47	34	33
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

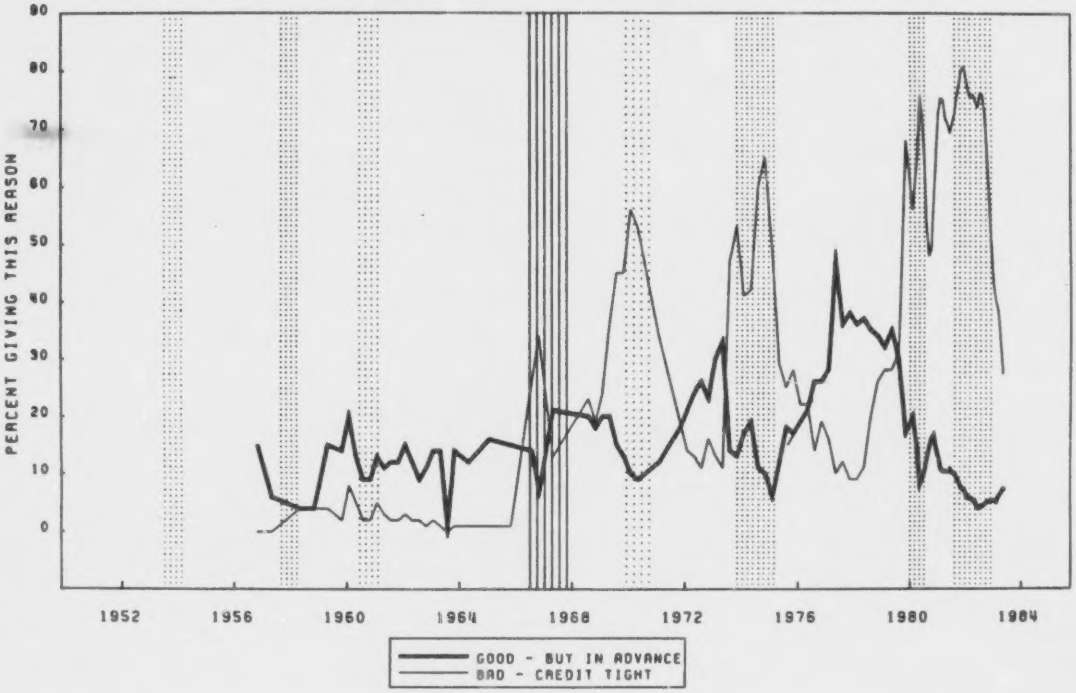


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

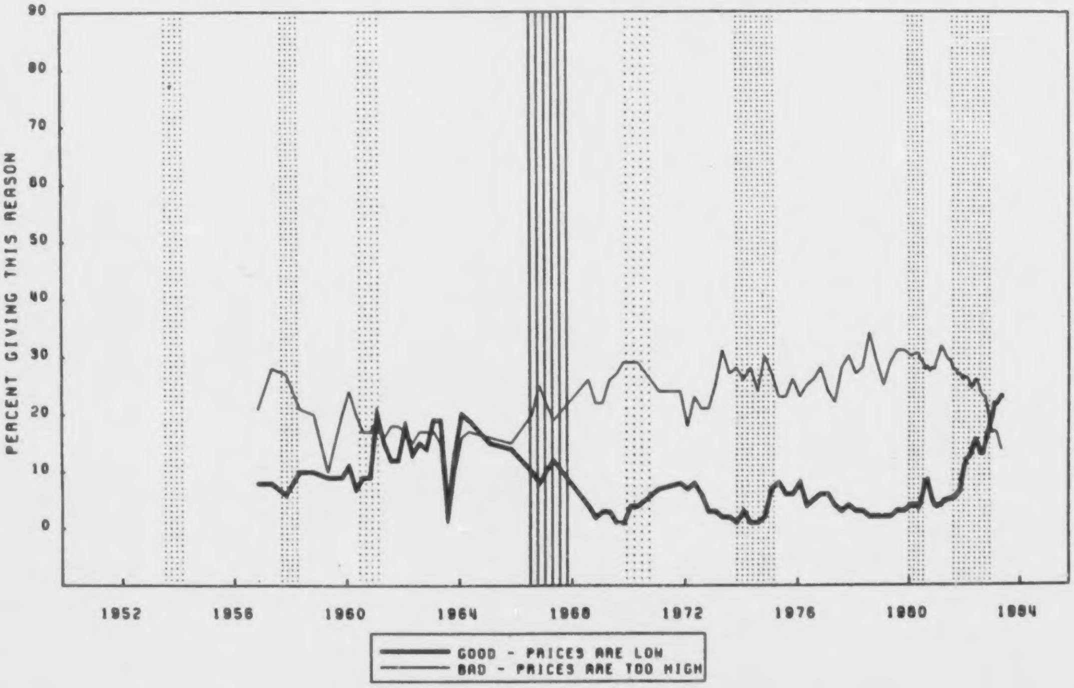


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	16%	15%	12%	12%	15%	17%	17%	20%	21%	24%	20%	24%	25%
Prices won't come down; are going higher	4	4	4	5	5	5	6	5	5	5	8	7	7
Interest rates low; credit is easy	6	7	4	7	20	23	30	35	37	40	44	54	57
Good investment	5	4	3	4	3	2	4	6	4	4	3	5	4
BAD TIME TO BUY:													
Prices are high	27	27	21	23	25	21	16	17	17	17	16	13	12
Interest rates are high; credit is tight	72	75	82	71	64	60	49	40	41	39	35	24	23
Lack of purchasing power	18	23	27	20	21	23	23	23	24	20	21	14	16

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

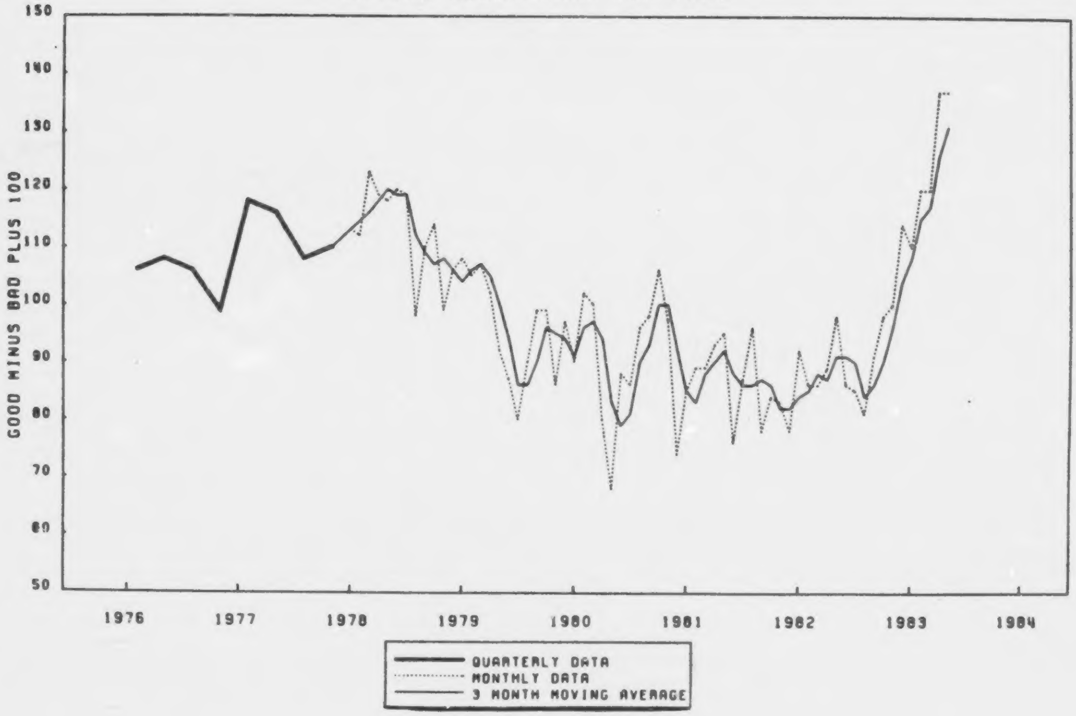


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

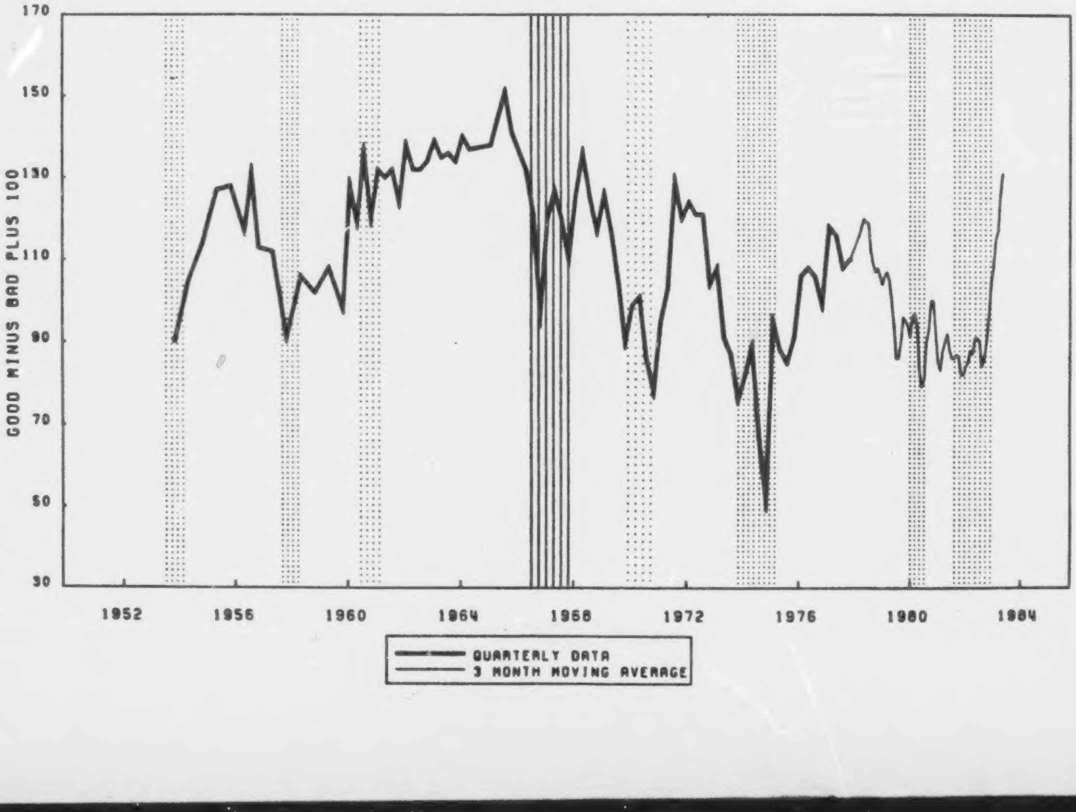


TABLE 30

BUYING CONDITIONS FOR CARS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY	44%	40%	37%	35%	40%	44%	46%	53%	51%	57%	56%	66%	66%
UNCERTAIN; DEPENDS	10	6	11	11	11	10	8	8	8	6	8	5	5
BAD TIME TO BUY	46	54	52	54	49	46	46	39	41	37	36	29	29
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

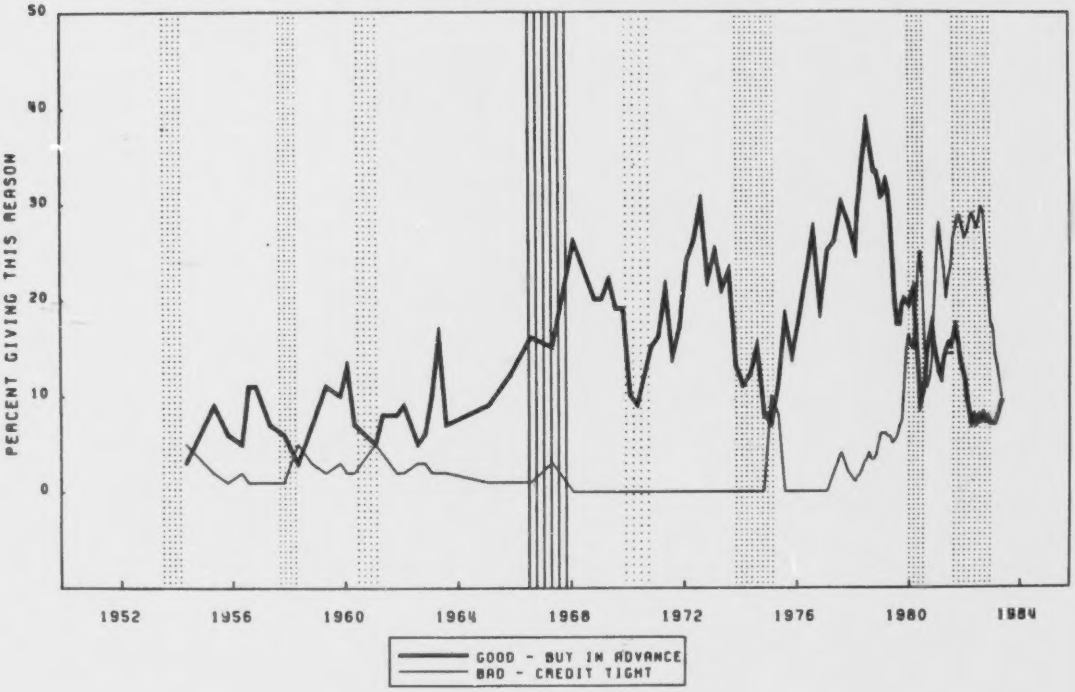


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

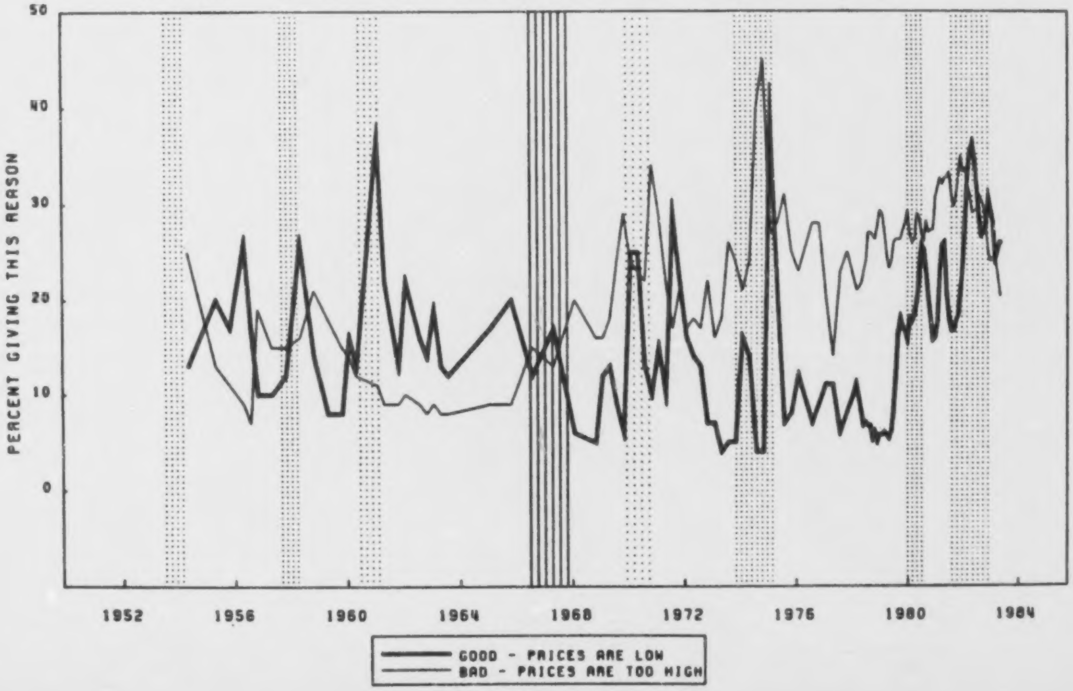


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	36%	32%	28%	26%	26%	21%	28%	35%	25%	24%	24%	28%	26%
Prices won't come down; are going higher	8	6	9	7	8	7	8	6	7	8	8	8	12
Interest rates low; credit is easy	11	7	5	6	10	11	20	27	29	35	34	40	40
New fuel efficient models	1	1	1	2	1	1	1	1	2	1	2	2	*
BAD TIME TO BUY:													
Prices are high	27	33	28	32	31	26	25	23	24	26	23	19	19
Interest rates are high; credit is tight	26	27	32	30	25	19	19	14	18	10	11	11	7
Lack of purchasing power	11	11	13	12	14	14	15	13	12	12	10	7	7
Price of gas; shortages	1	2	2	1	1	*	1	1	1	*	*	*	1
Poor selection; quality	6	10	10	7	7	7	7	7	6	5	5	5	5

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

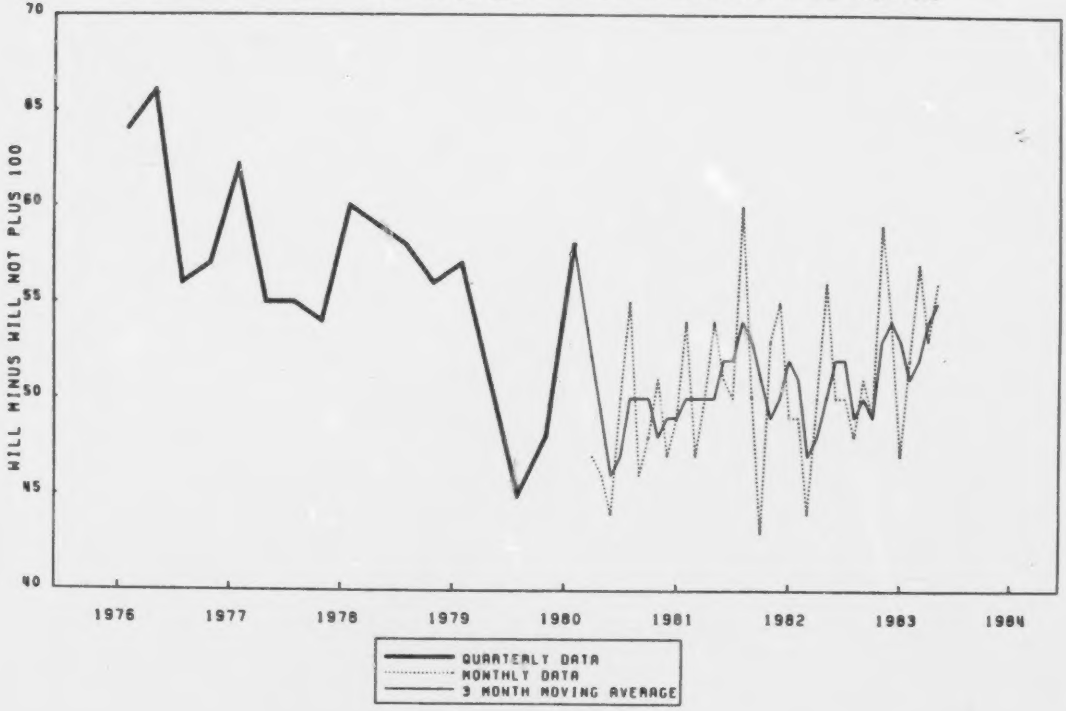


CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

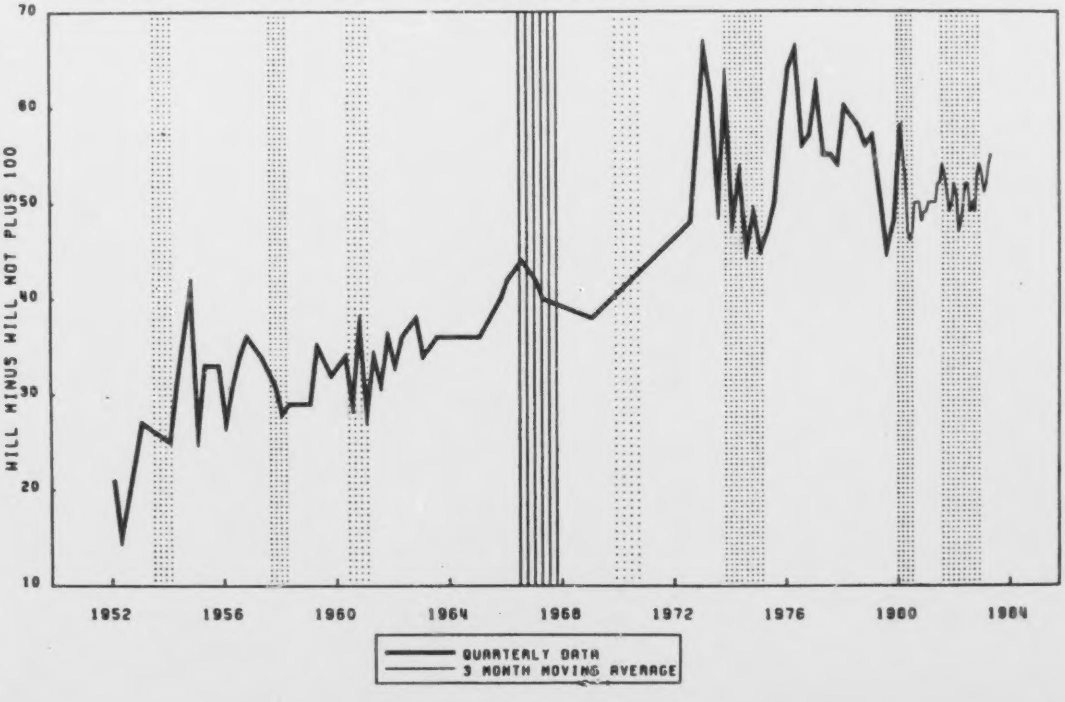


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
PROBABLY WILL BUY	19%	18%	16%	16%	18%	16%	21%	20%	15%	17%	20%	17%	17%
CHANCES ARE EVEN	8	7	8	7	5	7	8	8	7	8	7	9	9
PROBABLY WILL NOT BUY	63	68	66	68	67	67	62	66	68	65	63	64	61
DK,NA	10	7	10	9	10	10	9	6	10	10	10	10	13
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	691	703	708	680	695	687	682	682	682	709	696	707	700

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	27%	25%	24%	23%	23%	23%	29%	28%	22%	25%	27%	26%	26%
PURCHASE TYPE:													
Buy new	13	9	11	12	10	11	11	15	10	12	13	14	12
Buy used	11	13	11	9	12	11	15	10	10	11	12	11	11
Lease	1	2	1	1	*	1	2	2	1	1	1	*	2
DK,NA	2	1	1	1	1	*	1	1	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	4	2	6	4	2	4	4	2	3	3	1	6	2
Next 4-6 months	7	5	6	5	5	5	6	6	6	6	7	6	7
Next 7-9 months	7	6	3	3	4	5	8	6	4	7	9	7	8
10 months or more	3	7	4	4	7	5	7	7	4	5	6	2	4
DK,NA	6	5	5	7	5	4	4	7	5	4	4	5	5

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	May 1982	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	63%	68%	66%	68%	67%	67%	62%	66%	68%	65%	63%	64%	61%
PURCHASE TYPE:													
Would buy new	34	37	38	40	37	39	34	40	36	34	31	38	36
Would buy used	28	29	25	27	29	27	26	24	30	29	31	25	24
DK,NA	1	2	3	1	1	1	2	2	2	2	1	1	1
PURCHASE TIMING:													
Less than 2 years	5	6	4	5	5	5	7	7	8	8	6	8	7
2 years	20	25	20	22	23	23	22	22	23	19	20	22	24
3 years	11	13	13	12	11	11	8	10	10	10	11	12	10
4 years or more	19	16	21	18	20	19	18	17	21	20	21	16	18
Indefinite	2	3	2	4	3	3	2	4	2	2	1	2	1
DK,NA	6	5	6	7	5	6	5	6	4	6	4	4	1

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

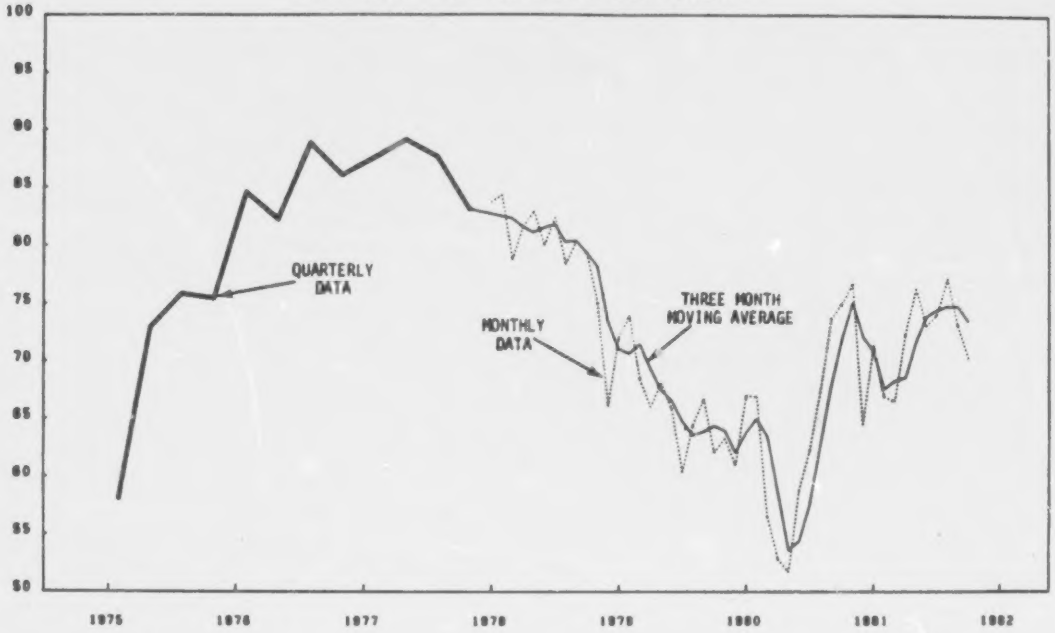
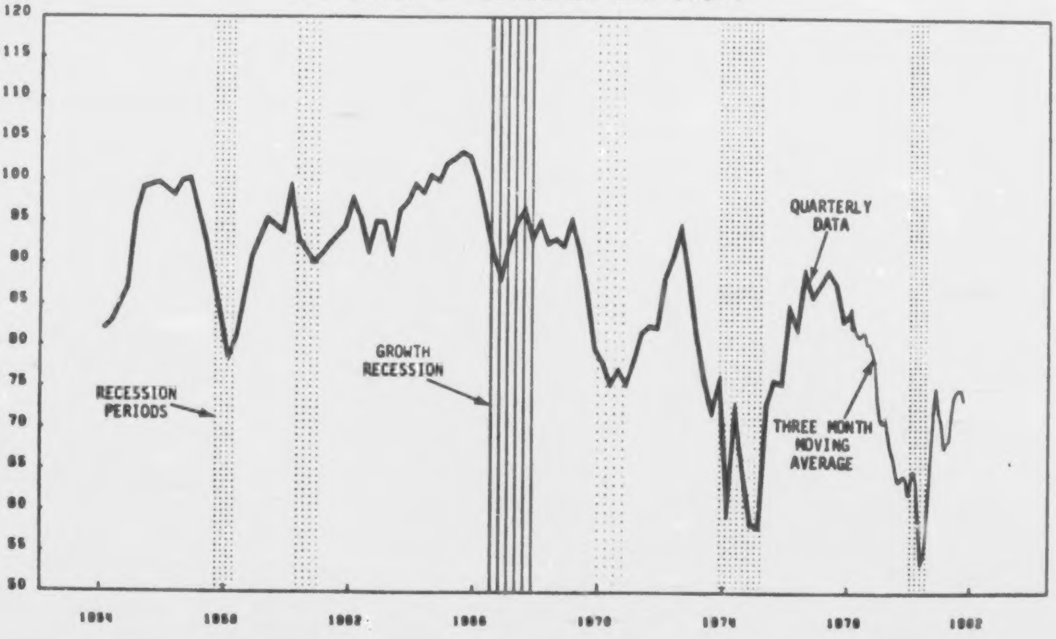


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 - January 1983 (unofficial)

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

6/14/83 U7475-2 A

June 10, 1983

SURVEY RESEARCH CENTER UNIVERSITY OF MICHIGAN

MAY 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

CONSUMERS OPTIMISTIC

** In the May 1983 survey, the Index of Consumer Sentiment was 93.3, up from 89.1 in April and 70.4 in January 1983. This rapid improvement in consumer sentiment has brought the Index to its highest level in more than a decade--just below the 1972 peak level of 94.4

** Among families with incomes of $25,000 or more, the Index rose to 101.0 in the May 1983 survey, from 99.0 in April and 78.8 in January. Since the start of 1983, gains of 20 Index-points or more were recorded by residents of each major geographic region, and among all age subgroups.

** More families than ever before reported improvement in current business conditions as well as expected improvement during the year ahead. In the May 1983 survey, 62 percent reported current business conditions had improved over those of a year earlier, and 55 percent expected business conditions to improve during the year ahead. Despite this record level of optimism about the short term economic outlook, as many families expected good times as expected bad times financially in the economy as a whole during the next five years (39 percent).

** Favorable economic developments dominated the news heard and recalled by consumers in the May survey to a greater extent than at any other time in the past quarter century. The major news items reported were favorable developments in unemployment and interest rates. Since the start of 1983, the proportion of families that expected declines in unemployment during the year ahead rose to 42 percent from 23 percent.

** Favorable attitudes toward buying conditions for houses rose to 64 percent in the May 1983 survey (a new all-time record), while attitudes toward market conditions for cars remained unchanged from April at 66 percent (an all-time record level). Unlike past peak levels, buying attitudes are now more dependent on interest rates. Recent declines in interest rates have already reduced the backlog of postponed purchases by a substantial amount--half the level recorded six months earlier. Just as declines in interest rates stimulated rapid and substantial improvement, increases in interest rates are likely to cause serious and immediate erosion of favorable buying attitudes.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Short Term Outlook Never Brighter

Consumers continued to report significant improvements in the current state of the economy in the May 1983 survey. The proportion of families that reported improvements in the economy rose to 62 percent in May, up from 51 percent in April and just 16 percent in January 1983. At 62 percent, more families in the May 1983 survey reported improvement in the current state of the economy than at any other time during the prior quarter century. Although the record number that reported recent improvements in large part reflects the depth and length of the past recession, these data clearly indicate the majority of consumers think the recession has ended.

For the second consecutive month, a new all-time record number of consumers expected the economy to improve in the year ahead. Among all families in the May 1983 survey, 55 percent expected business conditions to improve during the year ahead, up from 53 percent in April. Just 6 percent of all families expected worsening business conditions in the May 1983 survey. When asked why they expected the economy to improve, consumers cited favorable trends in employment, interest rates, and prices. Not only did consumers expect improvement in business conditions, but they have increasingly come to expect these improvements to lead to good economic times during the upcoming year. Among all families in the May 1983 survey, 65 percent expected good times financially in the economy as a whole, up from 56 percent in April, and 34 percent in January 1983.

Although there was widespread optimism about economic trends during the upcoming year, many fewer consumers were as optimistic about long-term economic prospects. Among all families, an equal proportion of respondents in the May 1983 survey expected good as expected bad times financially in the economy as a whole during the next five years (39 percent), largely unchanged from the month earlier reading. Although long-term expectations have become significantly more favorable than during the past several years, these data indicate that the recovery expected during the upcoming year is not expected to be sustained over the longer term.

Good News Dominates

News heard and recalled of recent economic developments was more favorable in the May 1983 survey than at any other time during the prior quarter century. More than twice as many favorable as unfavorable developments were reported (80 versus 29 percent). Reports about increases in employment were more frequent than reports of increases in unemployment (28 versus 17 percent), and reports of interest rate declines were more frequent than of interest rate increases (16 versus 1 percent).

In addition to having heard of recent increases in employment, the respondents in the May 1983 survey also expected more favorable trends in employment during the year ahead. Among all families, 42 percent expected the unemployment rate to decline during the year ahead, unchanged from April and well above the 23 percent recorded in January 1983. Just 13 percent of all families expected unemployment to increase during the year ahead in the May 1983 survey, the lowest level recorded since the 1960s.

In the May 1983 survey, consumers expected the annual rate of inflation to average 4.6%, unchanged from the April survey, and below the 5.0% recorded one year earlier.

Fewer families expected interest rates to decline in the year ahead in the May 1983 survey (31 percent) than either one month earlier (34 percent), or one year earlier (43 percent). Interest rate increases were expected about as frequently in May 1983 (20 percent) as one year earlier (19 percent), while the proportion of families that expected interest rates to remain unchanged at current levels during the year ahead rose to 47 percent from 34 percent one year earlier. Despite the small decline in favorable interest rate expectations, these expectations remain near record favorable levels.

Favorable Buying Attitudes

The May 1983 survey recorded further small improvements in attitudes toward buying conditions. The proportion of all American families holding favorable attitudes toward buying conditions for large household durables rose to 67 percent in May from 61 percent in April 1983. Favorable attitudes toward buying conditions for houses rose to 64 percent in May 1983 (a new all-time record) from 61 percent in April, while attitudes toward market conditions for cars remained unchanged from April at 66 percent (an all-time record level). In each market, the May 1983 survey recorded more frequent mentions of lower rather than higher prices, and lower rather than higher interest rates.

The most distinctive aspects of the current recovery in buying attitudes have been not only the speed and extent of improvement, but also the changed pattern of reasons given by consumers for these improvements. Throughout the past decade, improvements in buying attitudes were paced by increases in buy-in-advance price rationales. In the current recovery, however, the improvements have been paced by declines in current interest rates. For example, from February 1975 to May 1977, favorable house buying attitudes rose from 20 percent to a cyclical peak of 63 percent. At that same time, the frequency of buy-in-advance price rationales rose from 6 to 47 percent. Thus far in the current recovery, favorable attitudes toward buying conditions for houses have risen to a new all-time record of 64 percent in May 1983, from 19 percent just one year earlier. During the past year, buy-in-advance price rationales rose from 4 to only 7 percent, while mentions of the availability of lower interest rates rose from 6 to 57 percent. In a similar fashion, the recent improvements in attitudes toward buying conditions for cars and household durables have been based on lower current interest rates rather than on the expectation of higher future prices.

Recent declines in interest rates have already reduced the backlog of postponed purchases to a substantial extent. In the May 1983 survey, 17 percent of all American families reported that they had postponed purchases due to high interest rates, approximately half the 33 percent recorded six months earlier (Table A). The proportion of families that reported that they had postponed purchases of automobiles fell to 5 percent in May 1983 from 10 percent in April. And for the first time during the past year, postponed car purchases were reported less frequently than either houses (6 percent) or household durables (7 percent). The median interest rate that would have been charged on the postponed purchases was 15.1% in May, down from 16.6% in April, and the lowest rate recorded during the past year (Table B). The highest interest rate consumers would have been willing to pay on these postponed purchases was 11.3% in May 1983, unchanged from one month earlier.

The heightened dependence of buying attitudes on interest rates will continue to shape subsequent developments in buying attitudes. Further declines in interest rates will continue to support favorable buying attitudes, while increases in interest rates are likely to cause serious and immediate reversals in favorable buying attitudes. Even if interest rates were to stabilize at current levels, their favorable impact on buying attitudes would gradually recede over time as people became accustomed to the prevailing rates.

Optimistic Outlook for Personal Finances

Personal financial expectations are now more favorable than at any other time during the past decade. The proportion of American families that expected their financial situation to improve during the year ahead reached 43 percent in the May 1983 survey, up from 40 percent in April, and 34 percent in January 1983. Just 6 percent of all families expected their financial situation to worsen during the upcoming year, down from 9 percent in April, and 19 percent in January 1983. Personal financial expectations are now more favorable than at any time during the prior decade. From January to May 1983, the proportion of families that expected their nominal income to increase 10% or more rose from 20 to 29 percent, while the proportion of families that expected their income to remain unchanged or decline during the year ahead fell to 40 from 45 percent. Coupled with lower rates of expected inflation, nearly one-in-four families in the May 1983 survey expected real income increases during the year ahead.

Although consumers held very optimistic expectations of future change in their personal financial situation, evaluations of their current financial situation were not as favorable. In the May 1983 survey, 34 percent of all families reported that their financial situation had improved, down from 39 percent in April. Nearly as many families reported that their financial situation had worsened in the May 1983 survey--33 percent, up from 31 percent in April. Income declines continue to be the major reason given by consumers for these unfavorable evaluations. In the May 1983 survey, 20 percent of all families reported that their family income had declined during the prior year, up from 19 percent in April.

* * *

The May 1983 survey was conducted between April 26, 1983 and May 27, 1983, and included 700 completed interviews.

TABLE A

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

	Nov. 1981	Jan. 1982	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983
Postponed Purchases:[a]	37%	33%	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%	24%	23%	17%
Vehicles	15	12	10	12	12	12	13	14	15	13	15	12	10	9	10	5
House, home repairs	15	10	11	12	11	9	10	9	10	8	8	7	8	8	5	6
Household durables	8	10	10	8	7	9	11	9	8	12	9	8	9	6	7	7
Other	5	6	7	8	5	5	7	6	6	5	7	2	5	6	2	1
No postponed purchase	62	66	66	67	68	68	62	63	65	66	67	66	73	76	76	82
DK; NA	1	1	1	*	1	2	2	2	*	1	2	5	2	*	1	1
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

---

*Less than 0.5 percent.

[a] Items may add to more than total, due to multiple mentions.

See Table B for question wording.

TABLE B

INTEREST RATE EFFECT ON CONSUMER PURCHASES DURING THE LAST SIX MONTHS

															May 1983		
	Feb. 1982	Apr. 1982	May 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	Vehicles	House, Real Estate	Household Durables
Postpone Purchases																	
All households	33%	33%	31%	30%	36%	35%	35%	33%	31%	28%	25%	24%	23%	17%	5%	6%	7%
Interest rate that would have been charged on postponed purchase																	
Median	17.8%	17.5%	17.5%	17.7%	17.5%	17.6%	17.6%	17.4%	17.1%	15.5%	16.4%	16.6%	16.6%	15.1%	14.7%	15.1%	16.5%
Highest interest willing to pay to make purchase																	
Median	12.0%	12.1%	11.7%	12.0%	11.9%	11.9%	11.8%	11.8%	11.4%	10.8%	10.9%	10.9%	11.2%	11.3%	10.4%	11.3%	11.7%
Difference between interest rate charged and willing to pay																	
Median	5.3%	4.9%	5.3%	5.6%	5.3%	5.0%	5.5%	5.1%	5.0%	4.2%	5.2%	4.2%	4.9%	3.4%	3.8%	3.3%	3.4%

The questions were: "Have interest rates caused you to postpone making any purchases during the last six months?" "What was postponed? What interest rate would have been charged on any money borrowed for (ITEM)?" and "What is the highest interest rate at which you would have purchased (ITEM)?"

7/12/83 U7475-2 A

SURVEYS OF CONSUMER ATTITUDES

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

JUNE 1983

The June 1983 survey is the 177th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

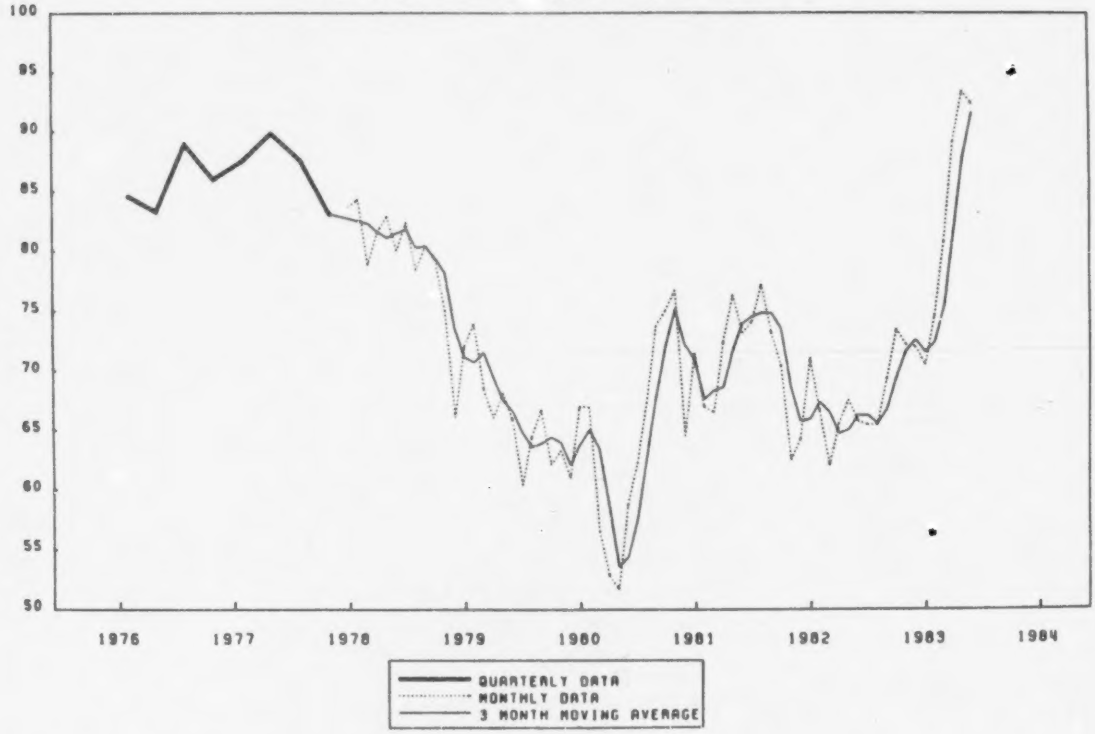


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

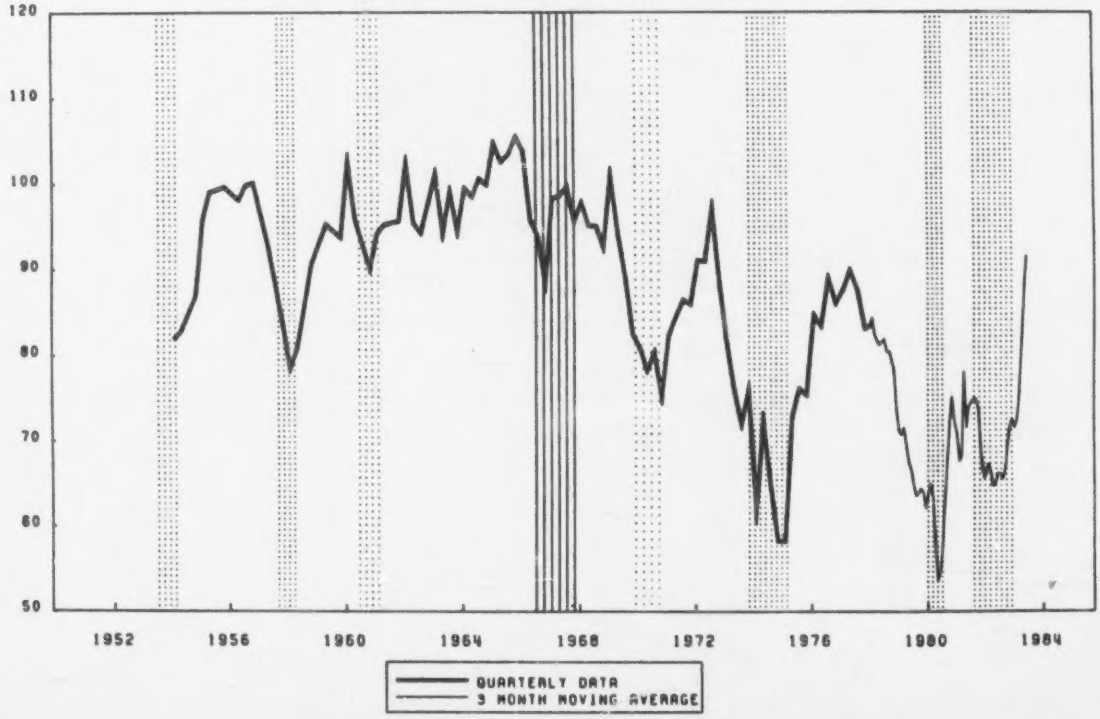


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY		All families	Families with incomes over $20,000	Families with incomes over $25,000
June	1980	58.7	61.6	63.7
July	1980	62.3	67.6	67.3
August	1980	67.3	70.9	74.2
September	1980	73.7	78.1	78.5
October	1980	75.0	76.3	78.7
November	1980	76.7	82.7	87.5
December	1980	64.5	66.9	68.6
January	1981	71.4	74.8	77.1
February	1981	66.9	74.2	77.5
March	1981	66.5	72.1	73.7
April	1981	72.4	77.1	78.0
May	1981	76.3	80.8	85.0
June	1981	73.1	81.2	82.9
July	1981	74.1	80.8	82.1
August	1981	77.2	82.7	85.0
September	1981	73.1	75.2	73.3
October	1981	70.3	74.5	77.9
November	1981	62.5	67.2	66.3
December	1981	64.3	71.0	71.1
January	1982	71.0	77.9	77.8
February	1982	66.5	71.5	72.8
March	1982	62.0	67.0	67.9
April	1982	65.5	71.5	73.2
May	1982	67.5	72.7	74.8
June	1982	65.7	71.4	72.9
July	1982	65.4	68.9	69.2
August	1982	65.4	71.0	73.6
September	1982	69.3	78.4	81.1
October	1982	73.4	77.5	80.9
November	1982	72.1	79.3	81.1
December	1982	71.9	78.0	80.5
January	1983	70.4	78.2	78.8
February	1983	74.6	79.9	81.3
March	1983	80.8	88.4	88.9
April	1983	89.1	97.1	99.0
May	1983	93.3	99.6	101.0
June	1983	92.2	101.2	102.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

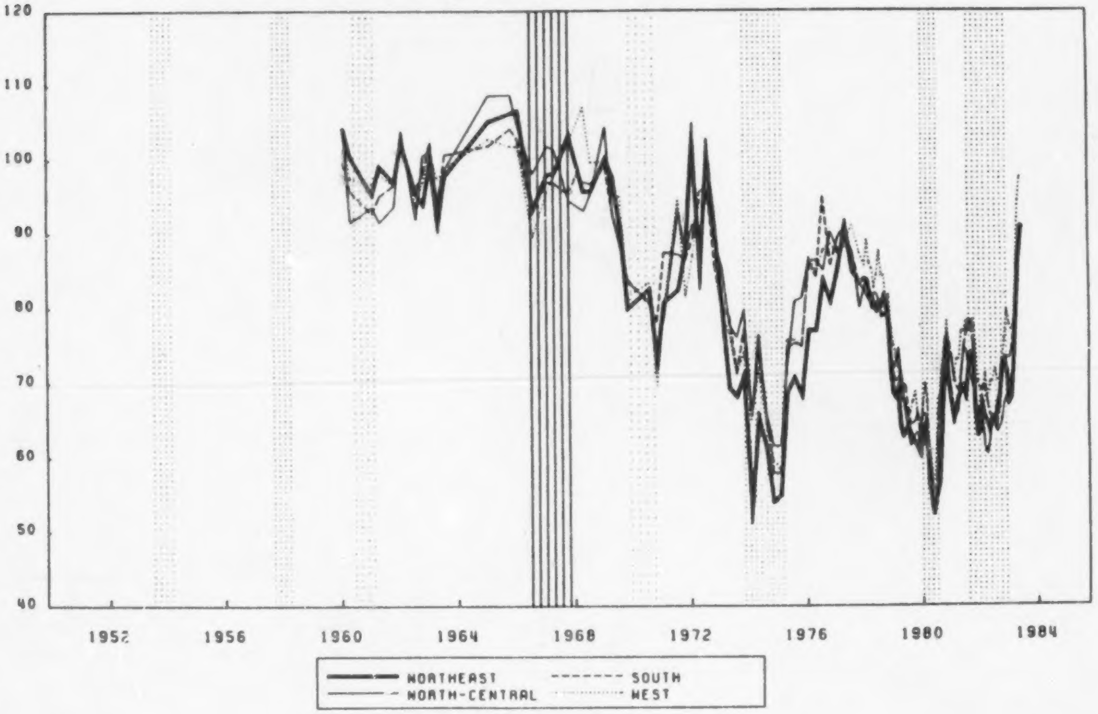


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

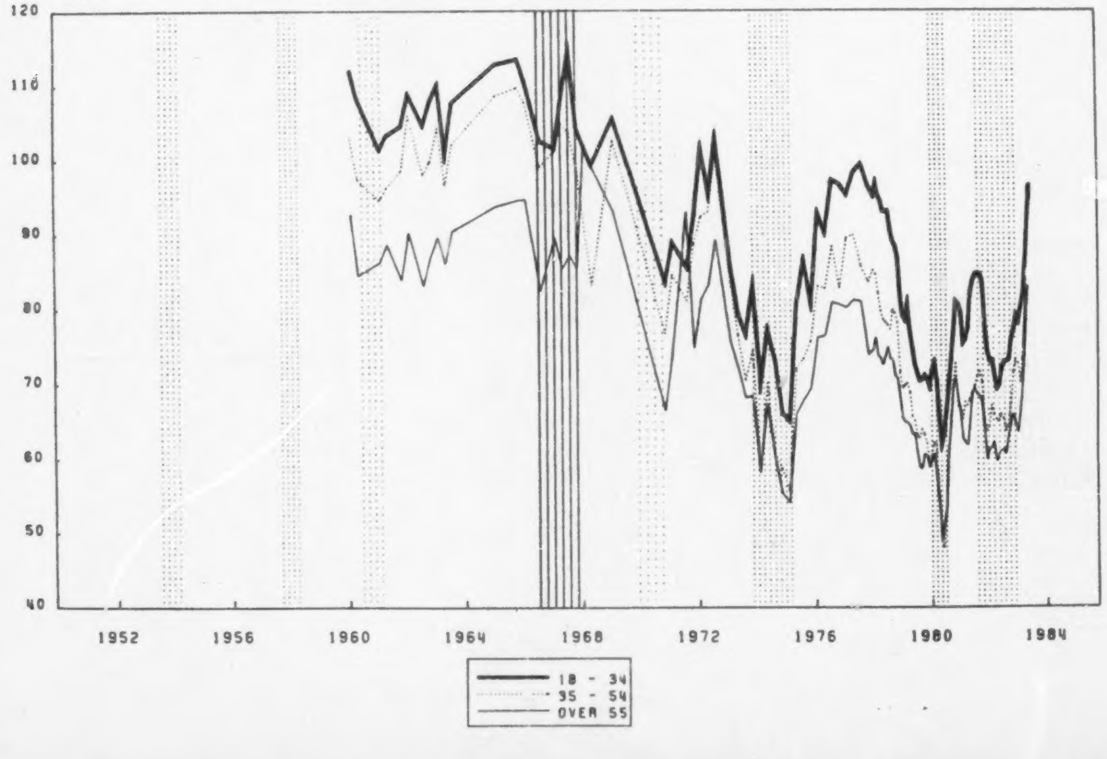


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
June	1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	56.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April	1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June	1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

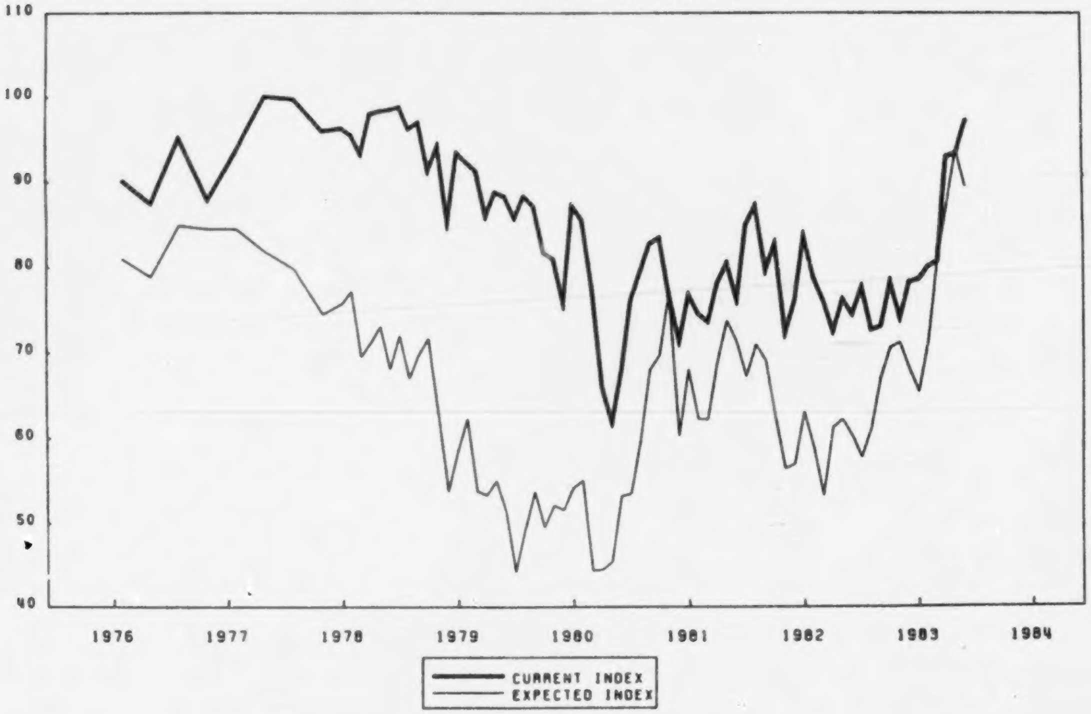


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

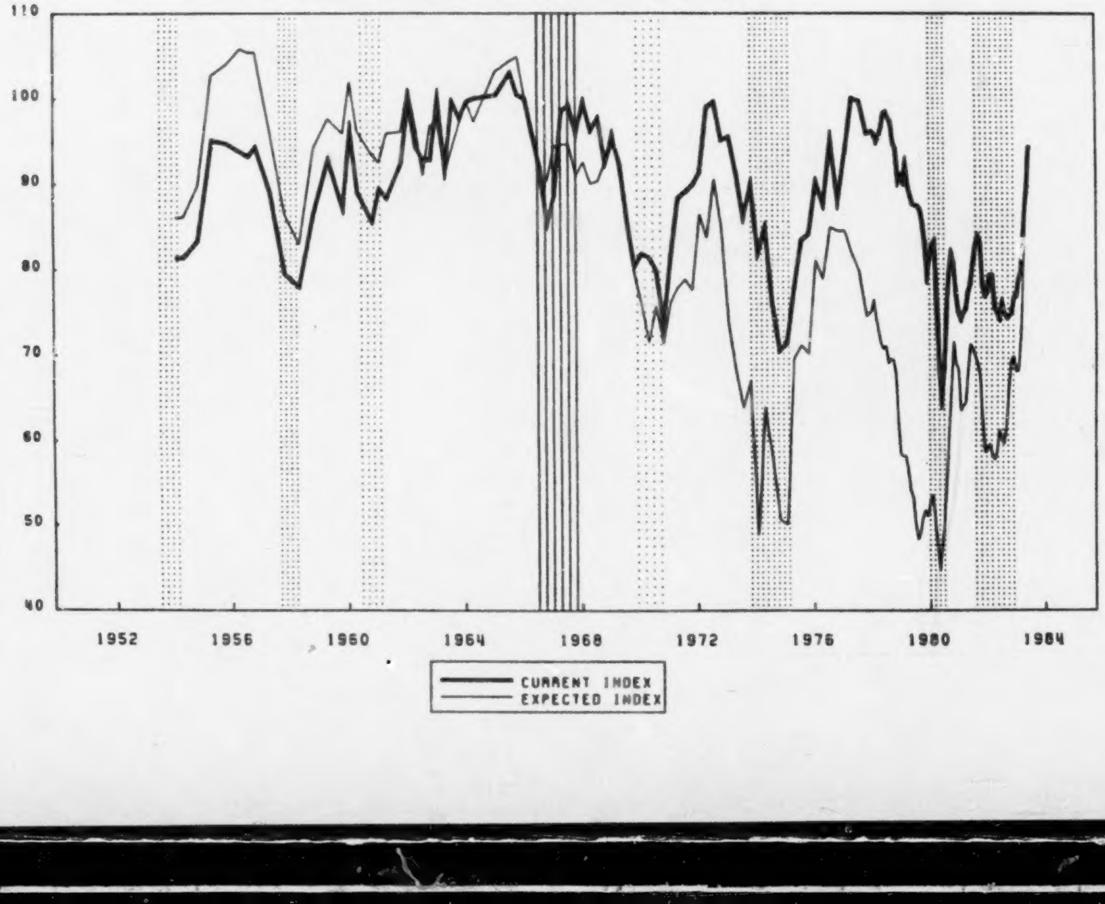


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

INDEX COMPONENTS +

	Personal finances		Business conditions				
DATE OF SURVEY	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
June 1980	78	101	43	63	93	67.4	53.0
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9
April 1983	108	131	120	99	131	92.7	86.9
May 1983	101	137	139	100	139	93.1	93.4
June 1983	110	128	134	97	141	96.9	89.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

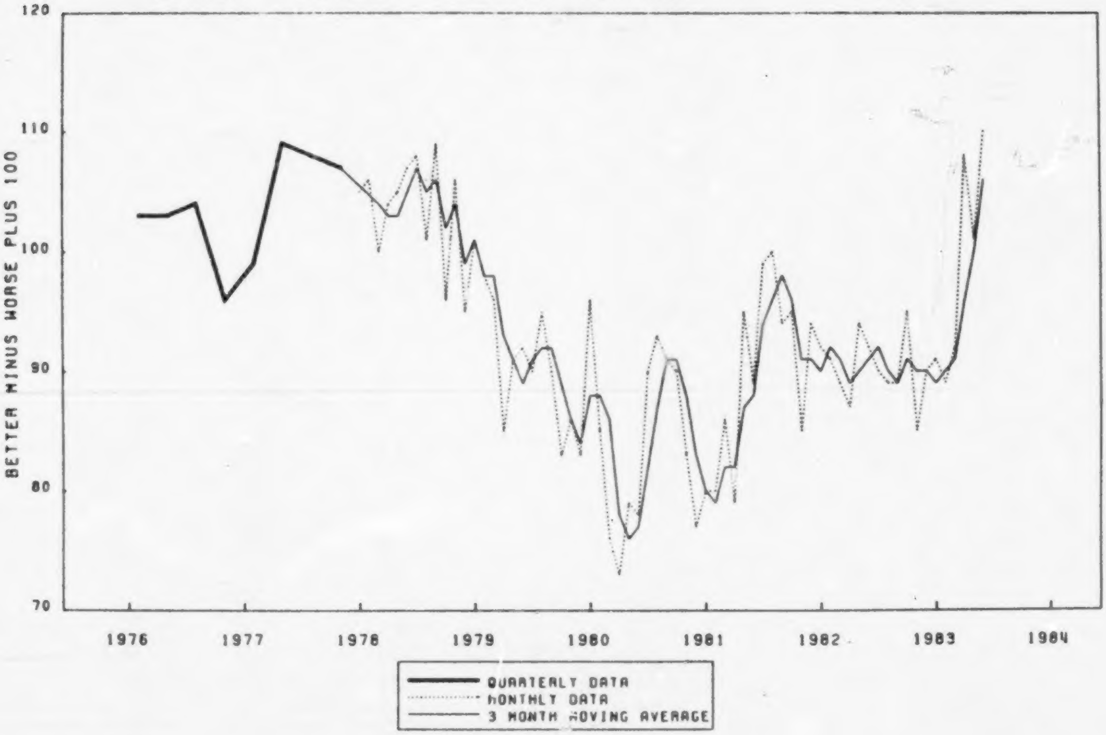


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

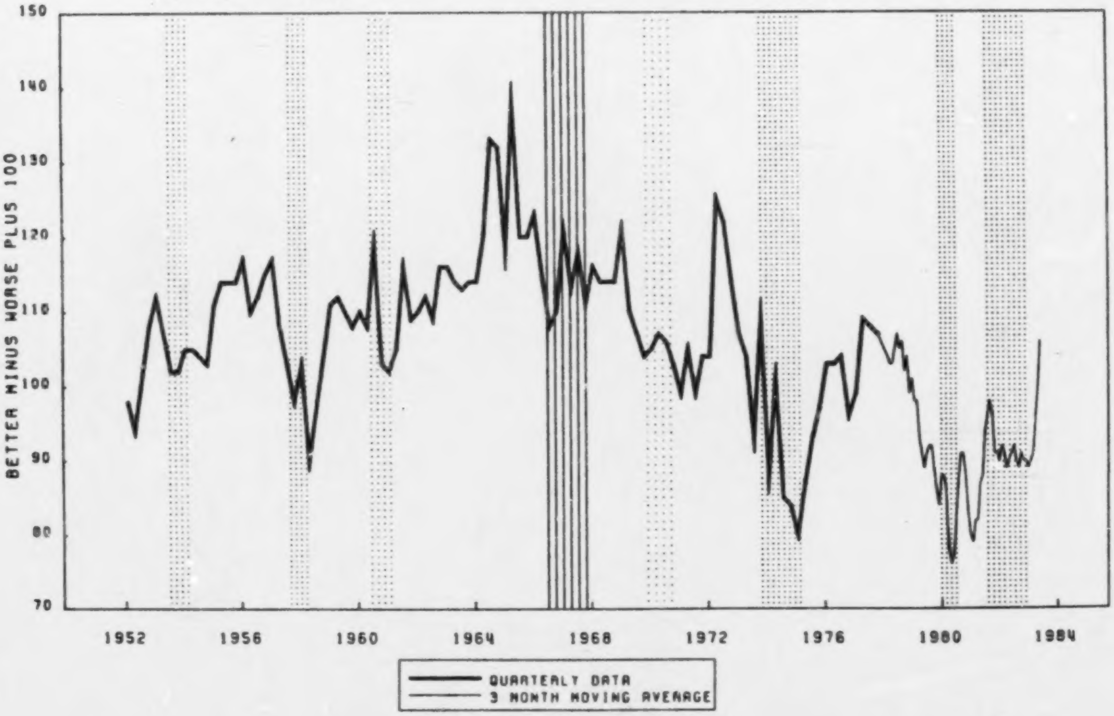


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF	30%	31%	29%	31%	34%	31%	28%	29%	30%	31%	39%	34%	38%
SAME	32	28	30	27	27	23	34	33	29	30	30	33	33
WORSE OFF	38	41	40	42	39	46	38	38	41	39	31	33	28
DK,NA	*	*	1	*	*	*	*	*	*	*	*	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

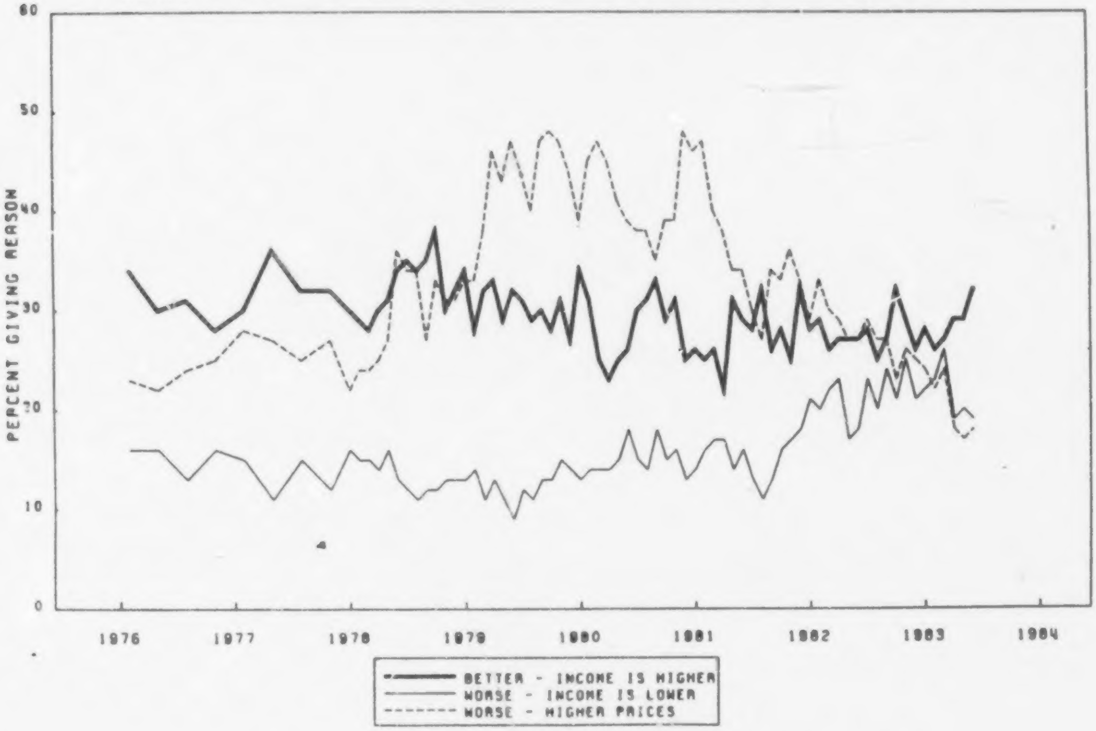


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

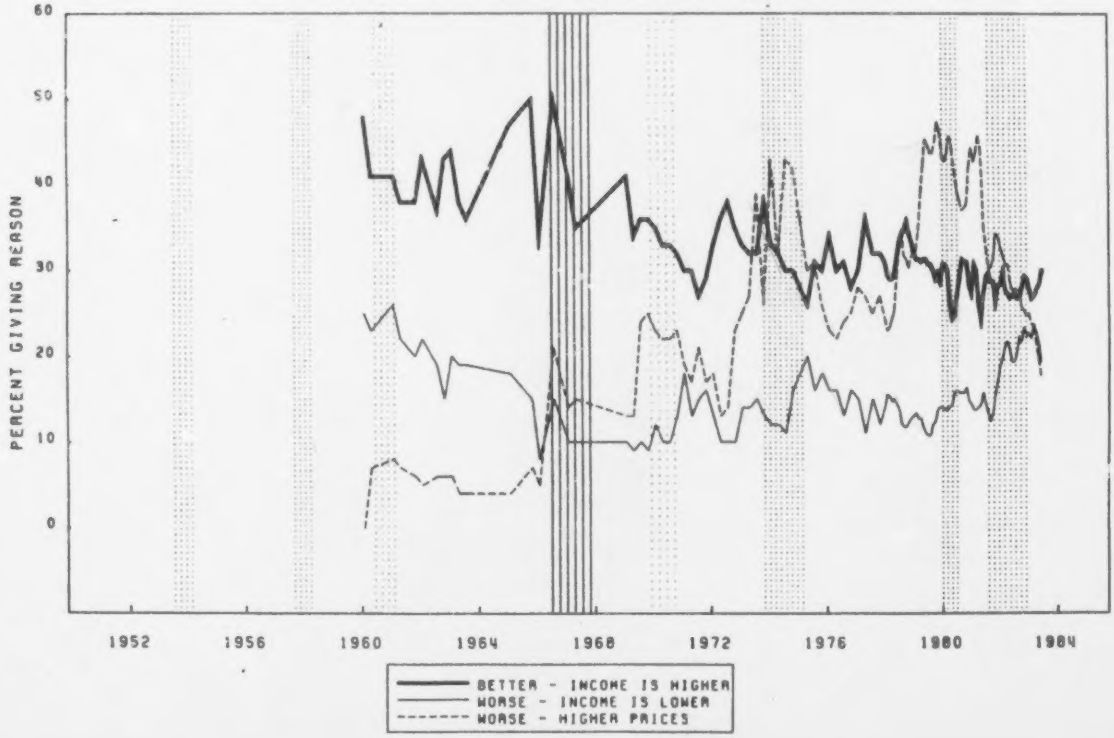


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	27%	28%	25%	27%	32%	29%	26%	28%	26%	27%	29%	29%	32%
WORSE OFF THAN YEAR AGO:													
Income is lower	18	23	20	24	21	25	21	22	23	26	19	20	19
Higher prices	27	29	27	27	23	26	25	24	22	24	18	17	18

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

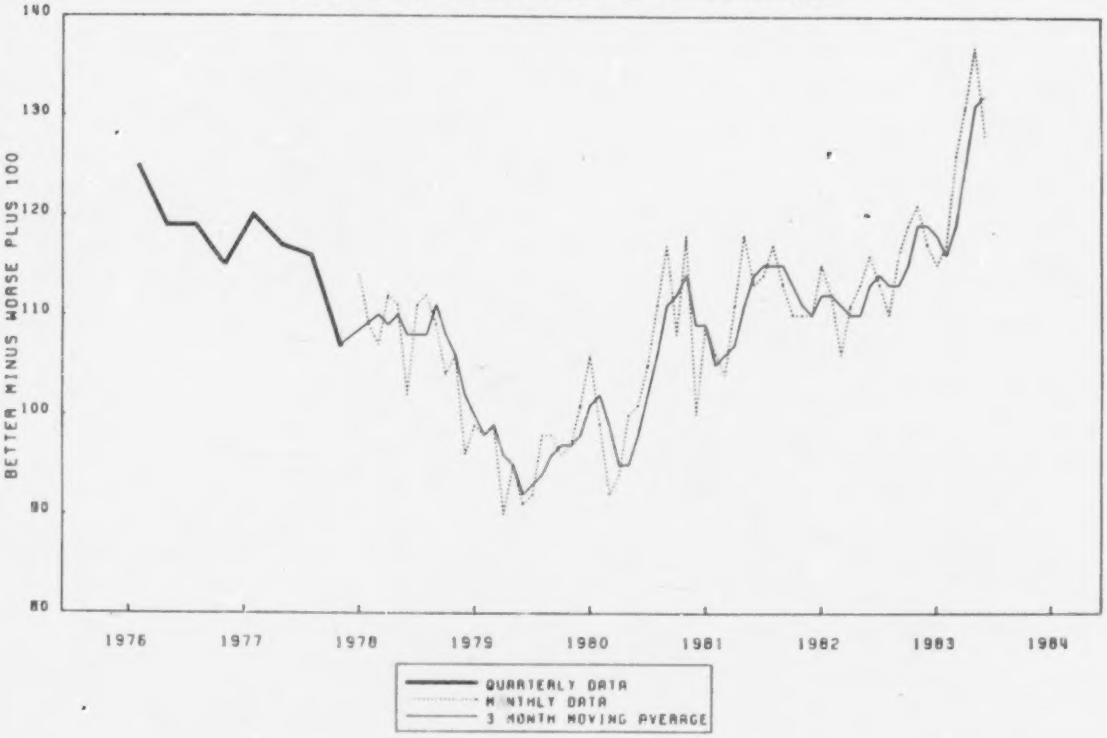


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

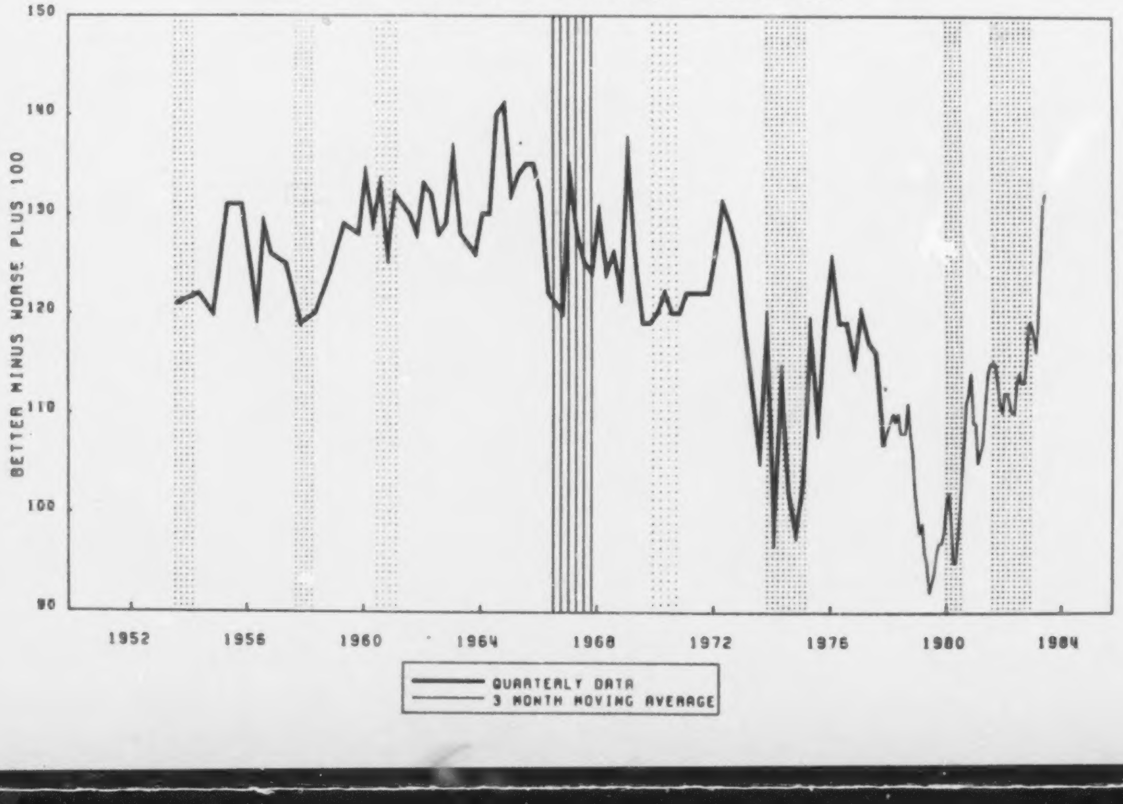


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF	34%	30%	30%	33%	35%	37%	34%	34%	33%	39%	40%	43%	37%
SAME	45	49	46	48	45	43	46	44	47	46	47	47	52
WORSE OFF	18	17	20	17	16	16	17	19	16	13	9	6	9
DK,NA	3	4	4	2	4	4	3	3	4	2	4	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

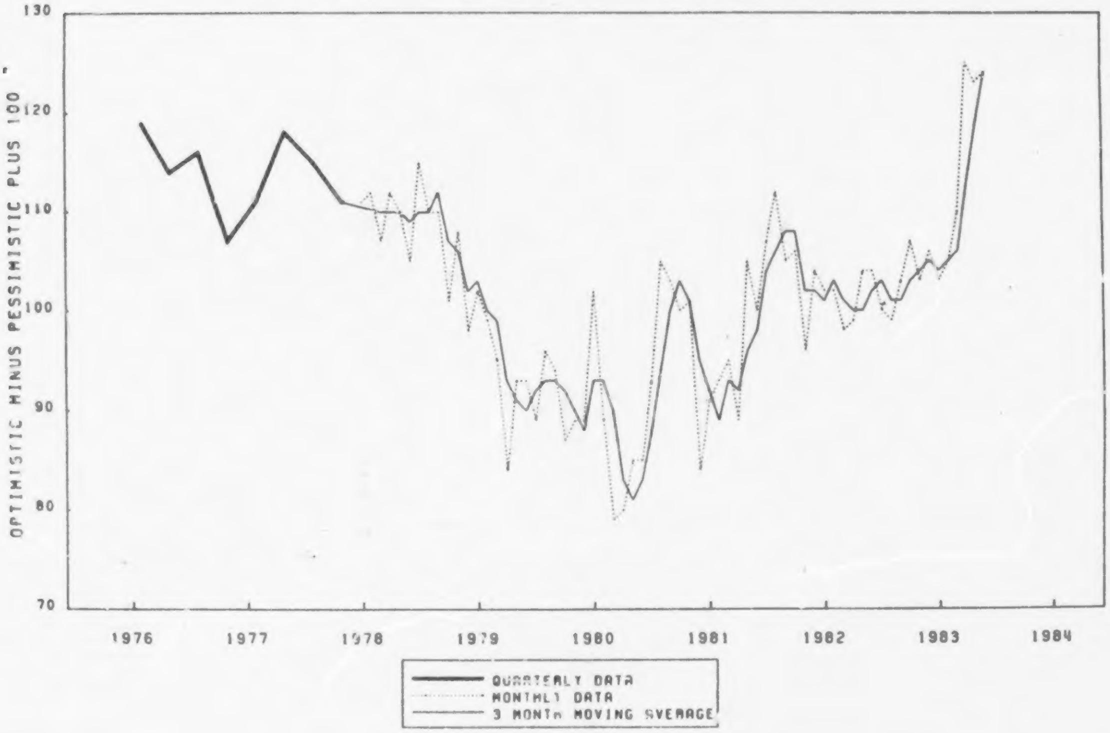


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

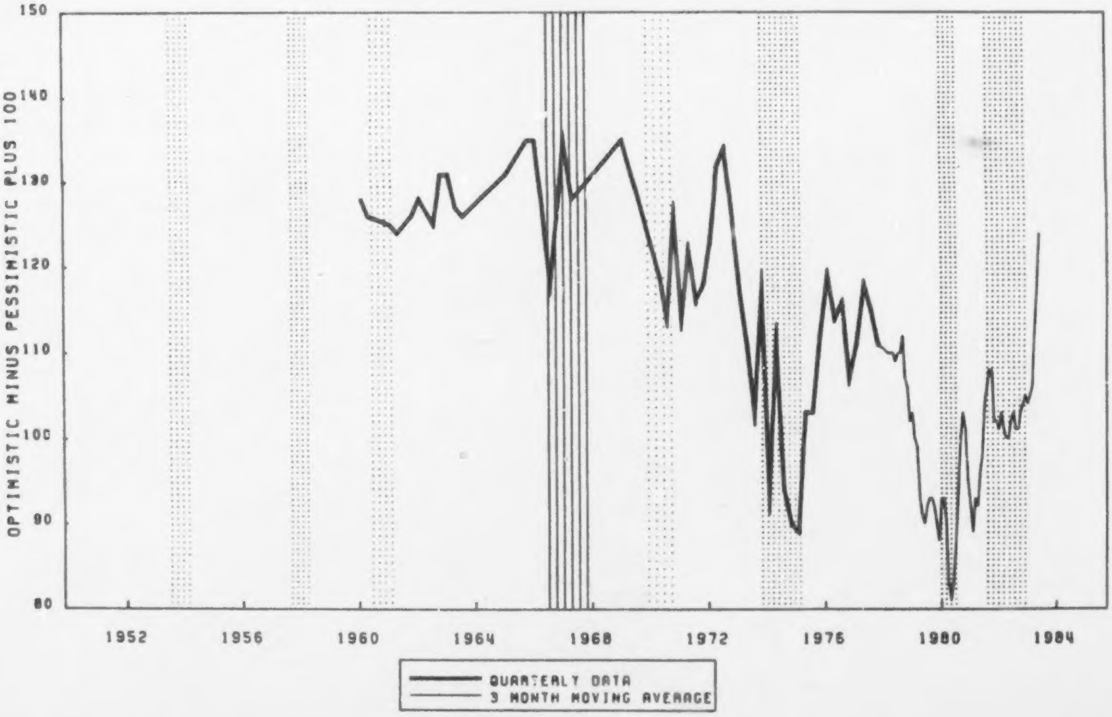


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	14%	15%	15%	15%	18%	16%	14%	15%	13%	16%	19%	18%	19%
Intermittent increase (b)	22	19	18	21	20	19	22	20	22	22	26	25	26
Remain unchanged (c)	16	17	18	16	14	12	18	16	16	16	18	18	20
Intermittent decline (d)	23	23	21	22	21	22	18	21	20	21	15	18	17
Continuous decline (e)	9	11	13	11	10	10	12	11	10	7	5	2	4
Mixed change (f)	13	11	11	12	12	18	13	13	14	16	13	15	11
DK,NA	3	4	4	3	5	3	3	4	5	2	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

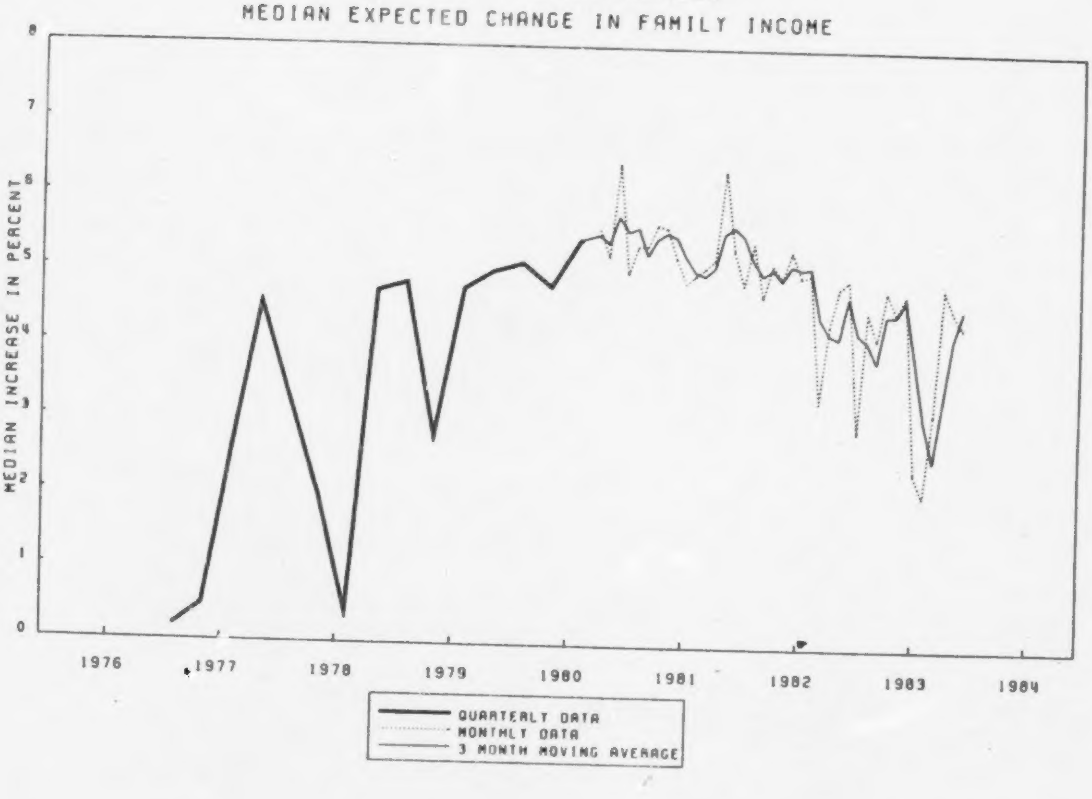


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
EXPECT INCREASE:													
1-4%	6%	9%	8%	6%	7%	6%	6%	11%	7%	7%	9%	8%	8%
5%	11	8	7	9	9	9	10	9	9	10	12	9	11
6-9%	13	10	12	9	11	7	9	8	8	10	12	8	11
10-24%	20	17	18	21	18	19	22	13	16	16	19	20	16
25% or more	7	6	7	7	8	9	7	7	8	7	7	9	8
DK how much up	4	6	6	4	7	6	4	6	4	5	4	5	4
EXPECT SAME	21	27	24	30	23	27	24	28	30	26	25	26	28
EXPECT DOWN	17	16	15	13	14	14	17	17	16	17	10	14	13
DK,NA	1	1	3	1	3	3	1	1	2	2	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

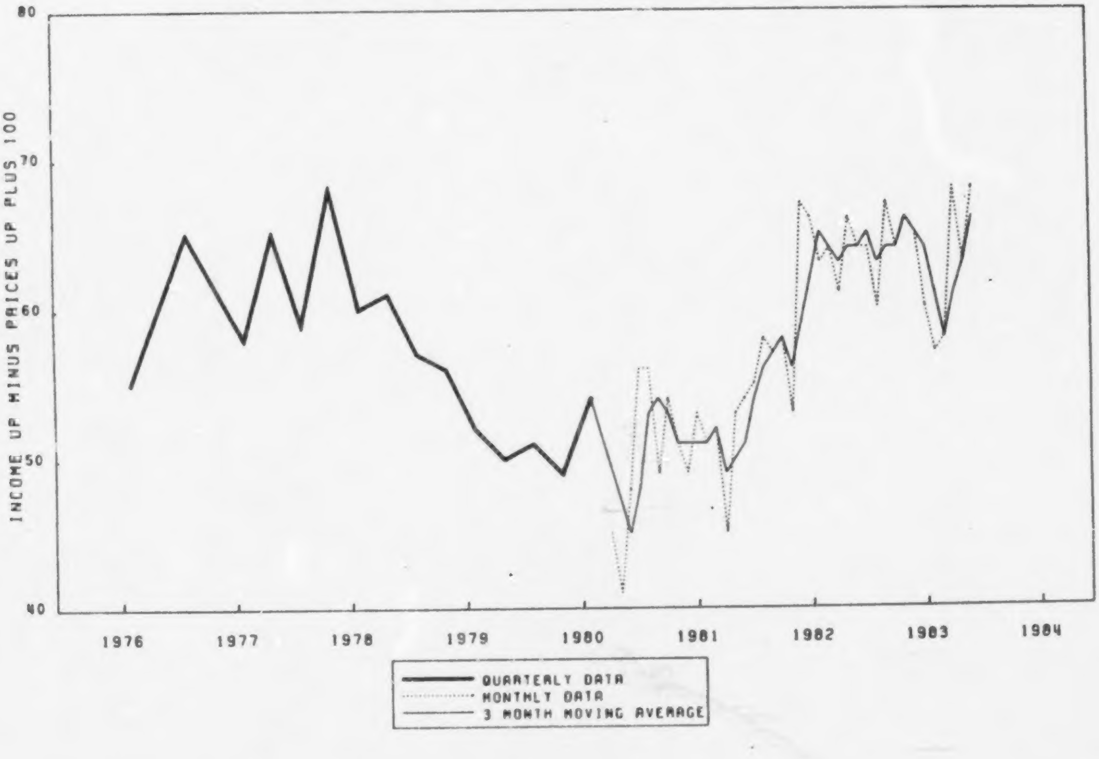


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
INCOME UP MORE	16%	17%	14%	17%	18%	16%	14%	14%	14%	16%	17%	16%	17%
INCOME UP SAME	31	29	30	32	27	33	35	30	27	25	32	30	32
PRICES UP MORE	52	53	54	50	54	50	49	54	57	58	49	53	49
DK,NA	1	1	2	1	1	1	2	2	2	1	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

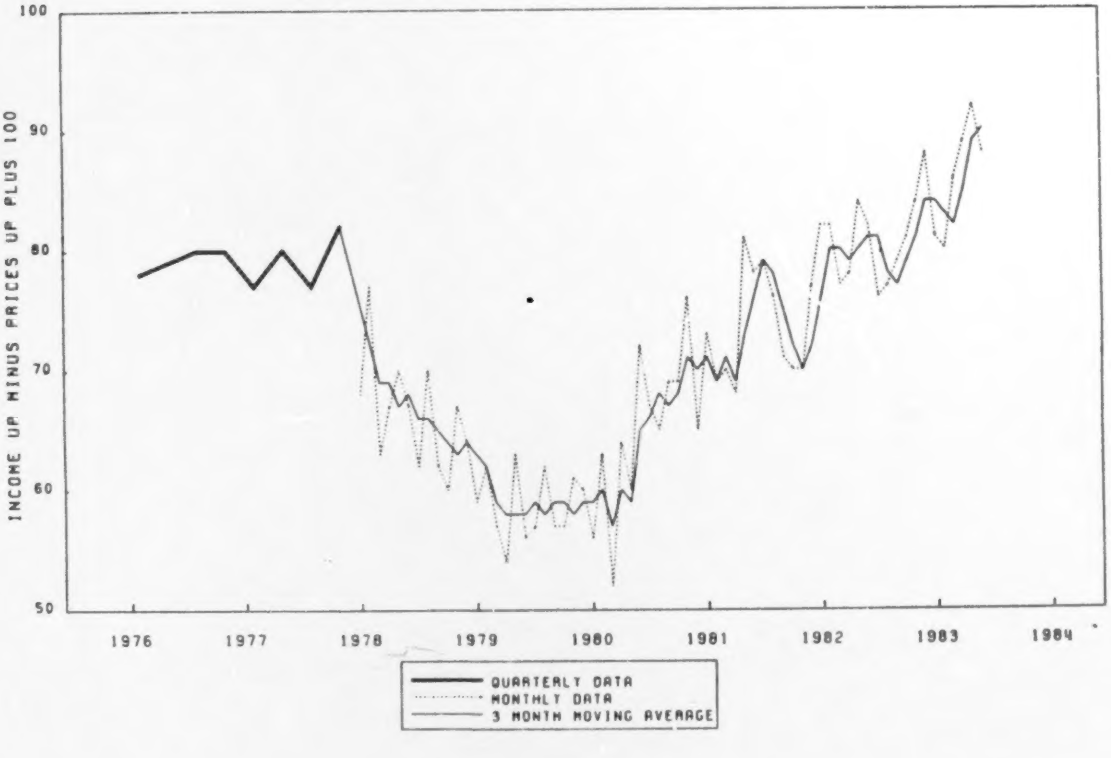


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
INCOME UP MORE	18%	16%	17%	20%	18%	19%	21%	19%	16%	21%	19%	24%	20%
INCOME UP SAME	43	41	40	37	42	42	44	40	44	41	46	42	46
PRICES UP MORE	36	40	40	41	37	35	33	38	36	35	30	32	32
DK,NA	3	3	3	2	3	4	2	3	4	3	5	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

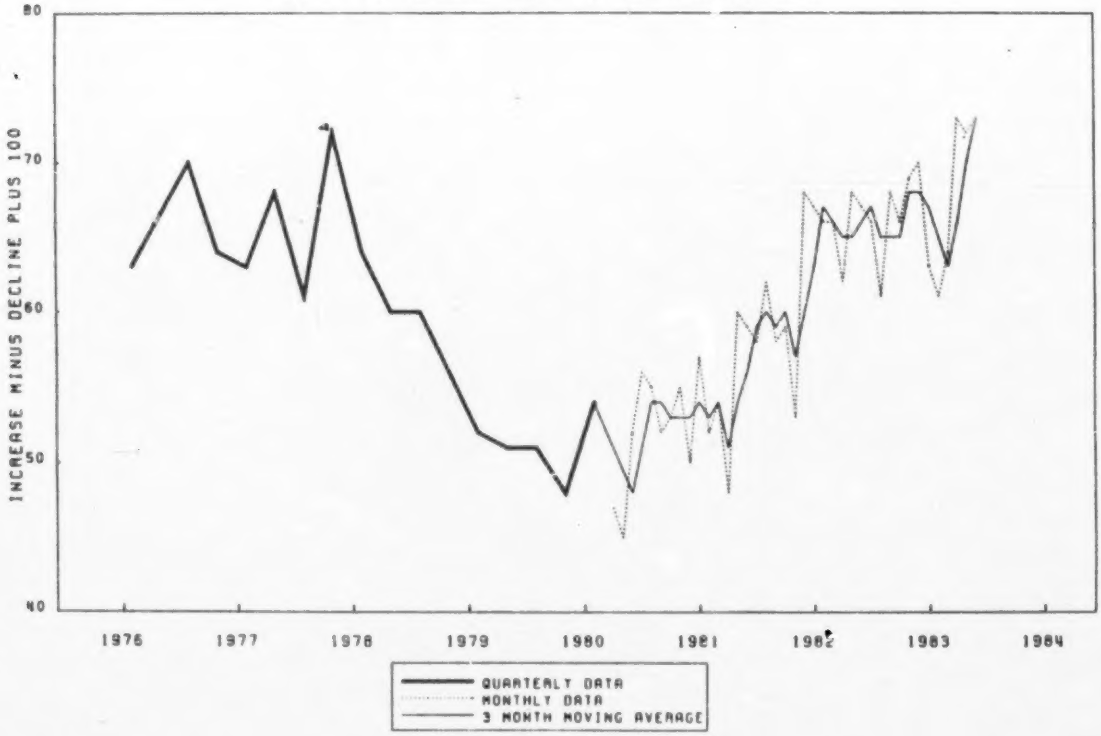


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	8%	8%	9%	9%	9%	8%	8%	8%	10%	9%	10%	9%
Intermittent increase (b)	11	11	8	12	10	10	11	9	8	8	11	10	12
Remain unchanged (c)	19	19	19	18	17	19	21	18	17	15	21	19	21
Intermittent decline (d)	24	21	23	21	23	25	25	24	27	27	23	23	23
Continuous decline (e)	28	32	32	32	30	25	24	30	28	27	24	25	25
Mixed change (f)	7	5	6	5	8	7	7	7	7	9	7	11	7
DK,NA	3	4	4	3	3	5	4	4	5	4	5	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

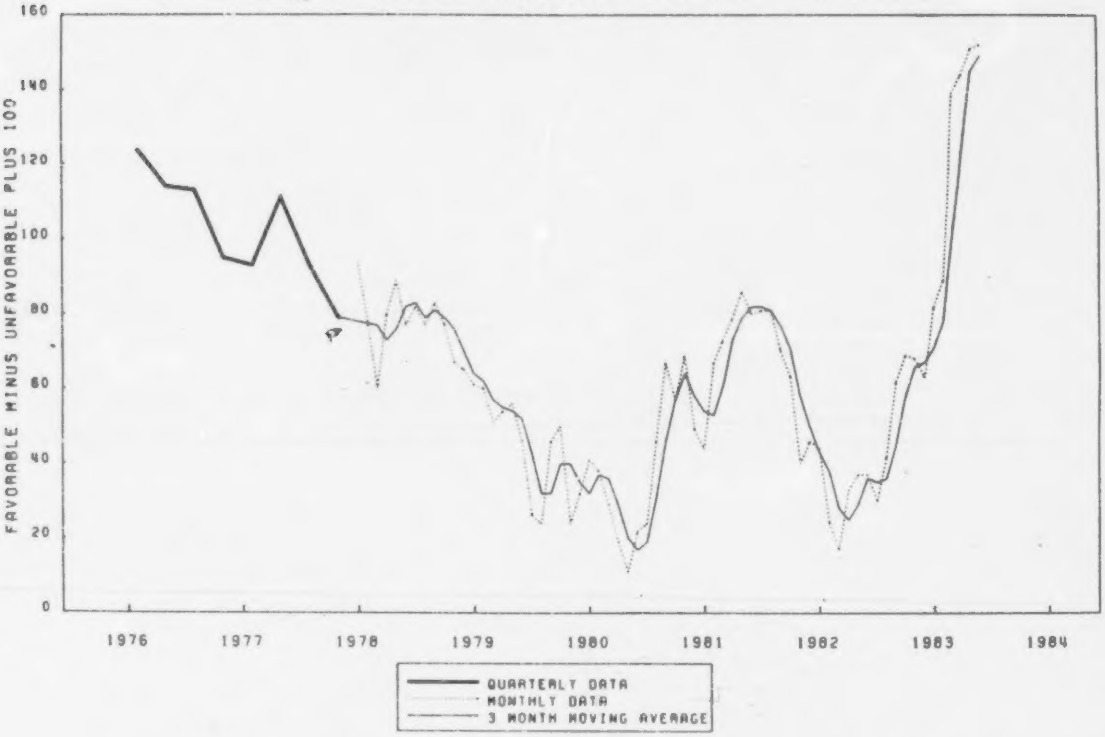


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

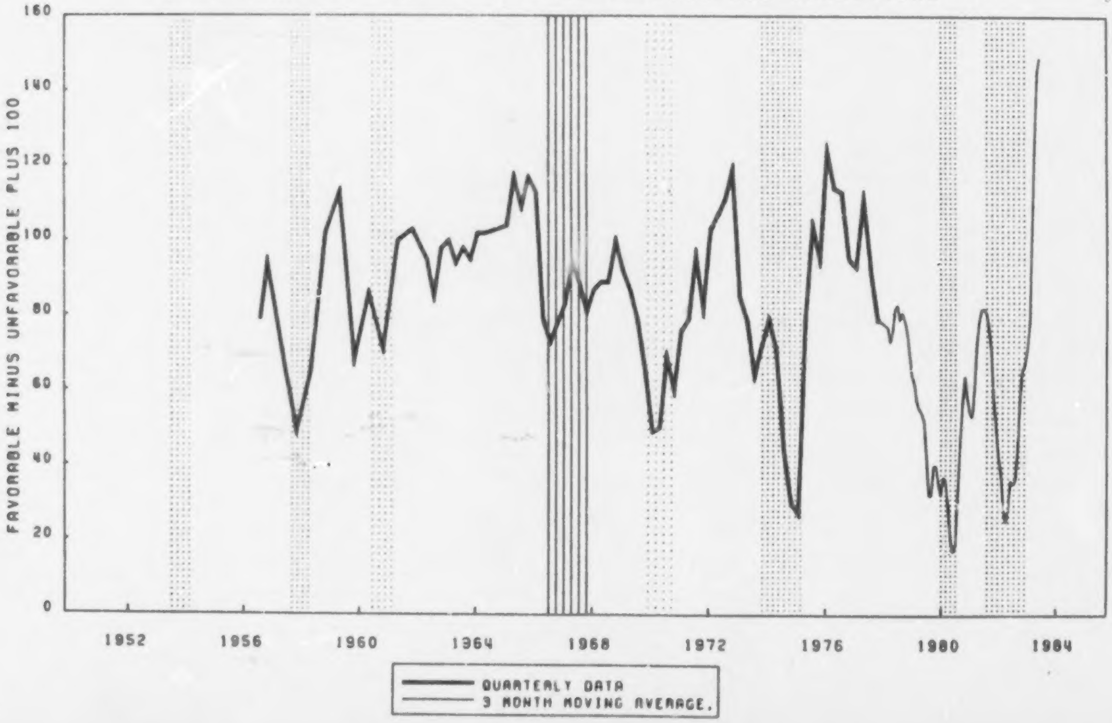


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE NEWS	24%	20%	28%	40%	39%	40%	39%	47%	49%	79%	76%	80%	83%
UNFAVORABLE NEWS	87	90	86	78	70	72	76	65	60	40	32	29	31
NO MENTIONS	31	31	26	26	29	29	27	28	32	28	32	31	27

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

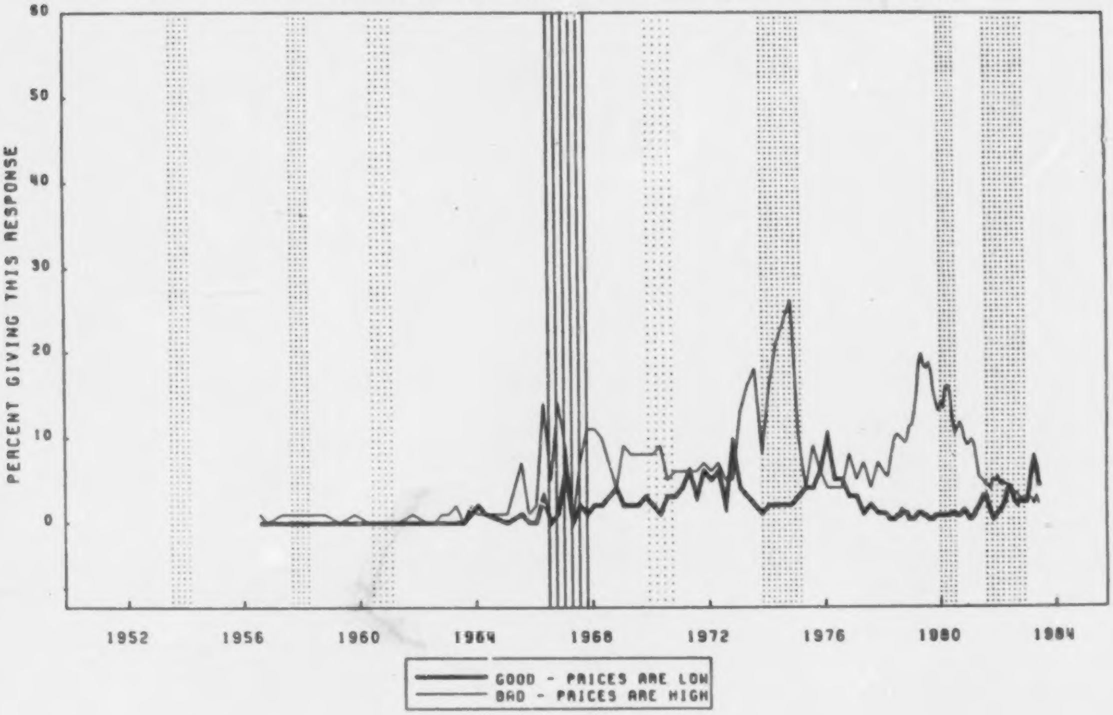


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

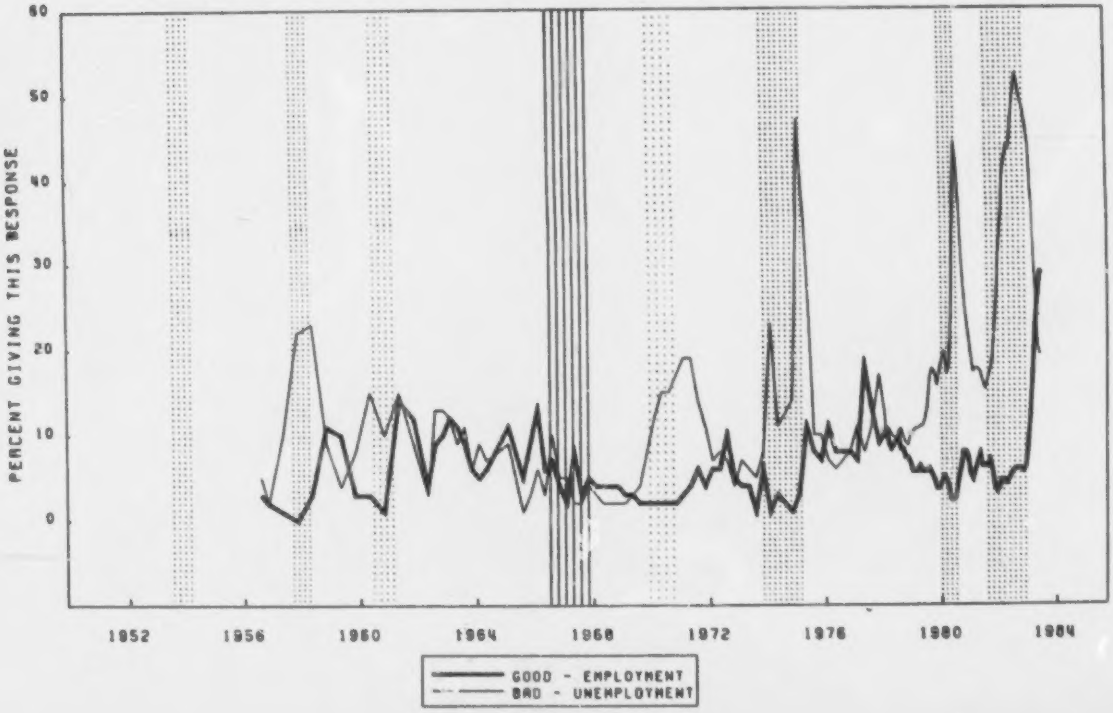


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE NEWS:													
Government; elections	2%	2%	1%	3%	1%	2%	2%	3%	2%	2%	2%	1%	1%
Employment	6	5	7	6	5	6	7	12	17	22	29	28	31
Consumer demand high	3	2	3	1	2	2	3	4	6	8	8	11	12
Prices are low	3	2	2	2	3	2	2	3	6	9	7	3	3
Credit is easy	2	3	9	17	17	18	15	15	9	17	15	16	17
UNFAVORABLE NEWS:													
Government; elections	4	4	4	4	3	2	3	3	4	2	3	3	2
Unemployment	44	52	53	52	48	47	49	43	39	24	20	17	21
Consumer demand low	9	8	6	5	5	7	8	5	3	3	3	2	2
Prices are high	4	3	3	4	1	3	2	3	3	2	1	3	2
Credit is tight	8	9	6	3	3	1	1	2	1	*	1	1	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES

CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

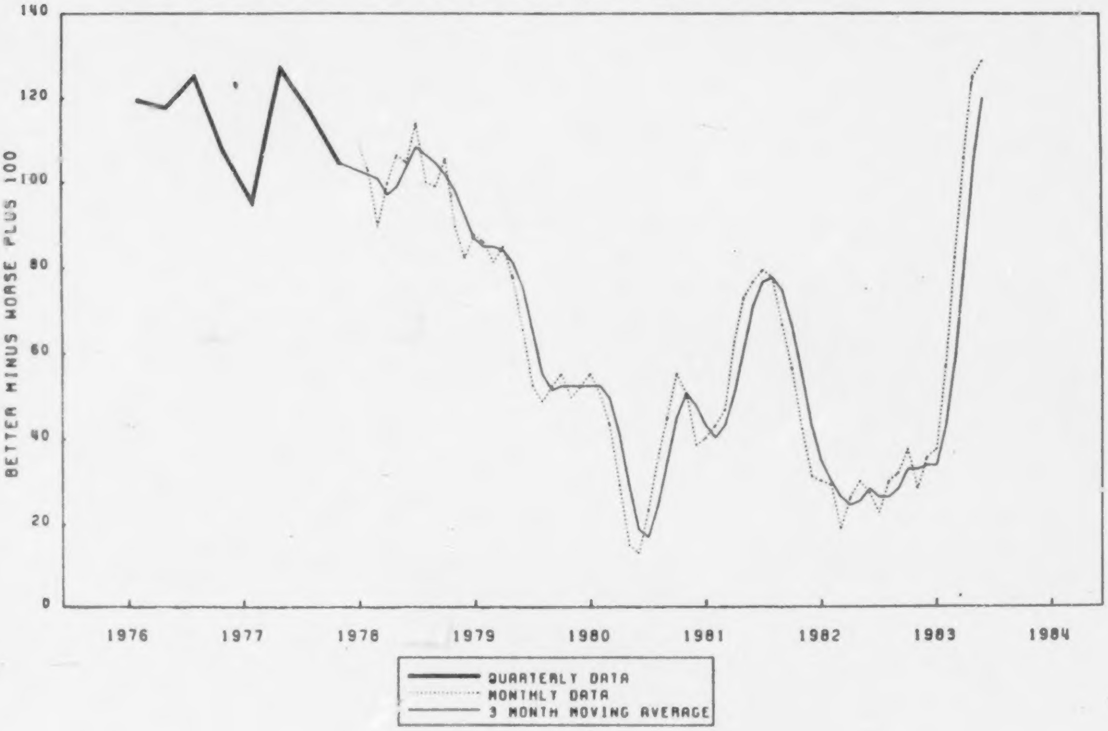


CHART 14 - HISTORICAL SERIES

CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

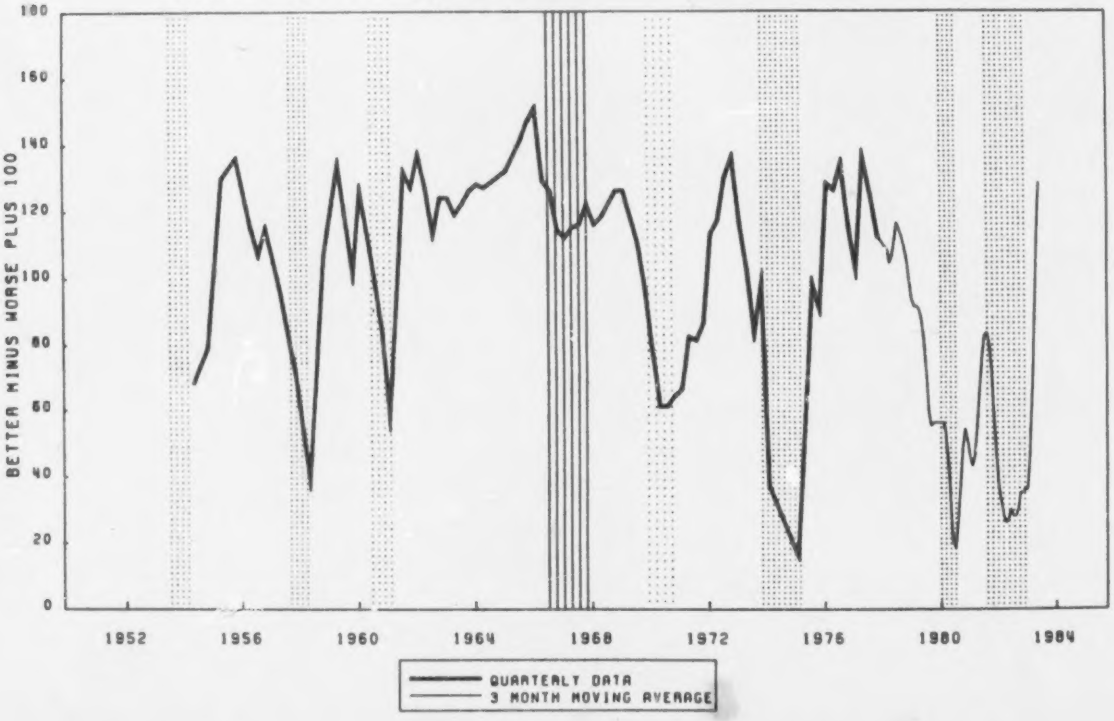


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER NOW	11%	7%	12%	13%	15%	12%	14%	16%	26%	39%	51%	62%	64%
SAME	6	8	6	8	9	5	9	8	8	10	10	10	9
WORSE NOW	82	83	80	79	75	82	76	76	65	51	38	28	26
DK,NA	1	2	2	*	1	1	1	*	1	*	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

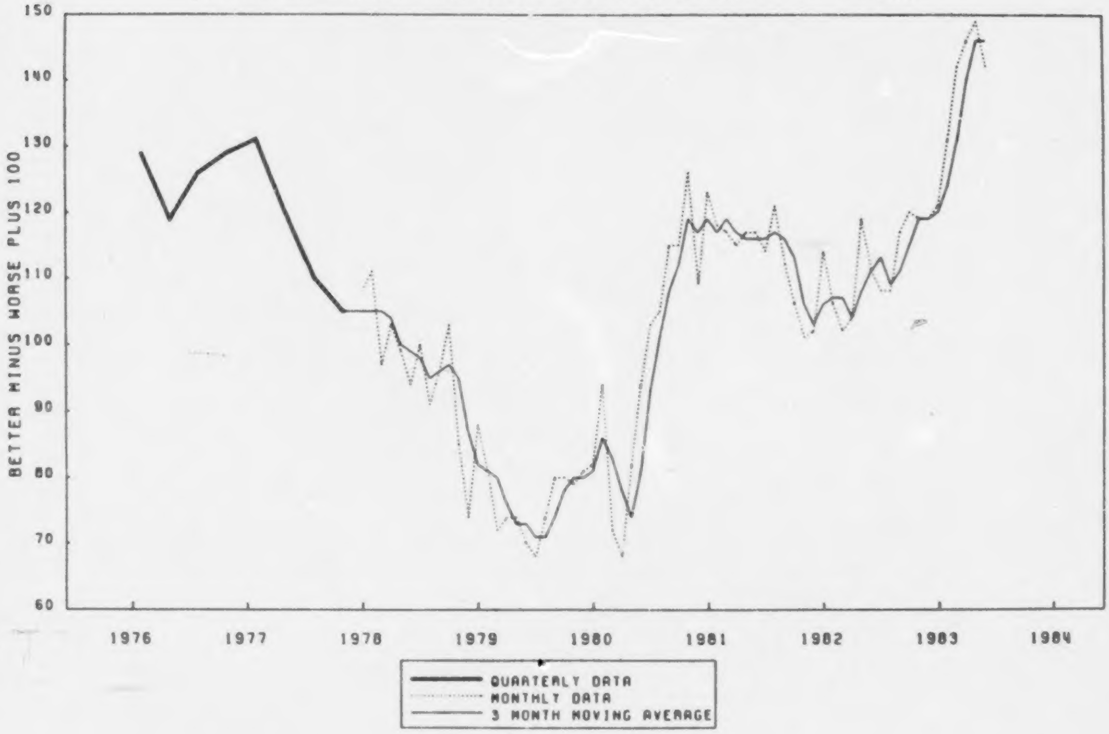


CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

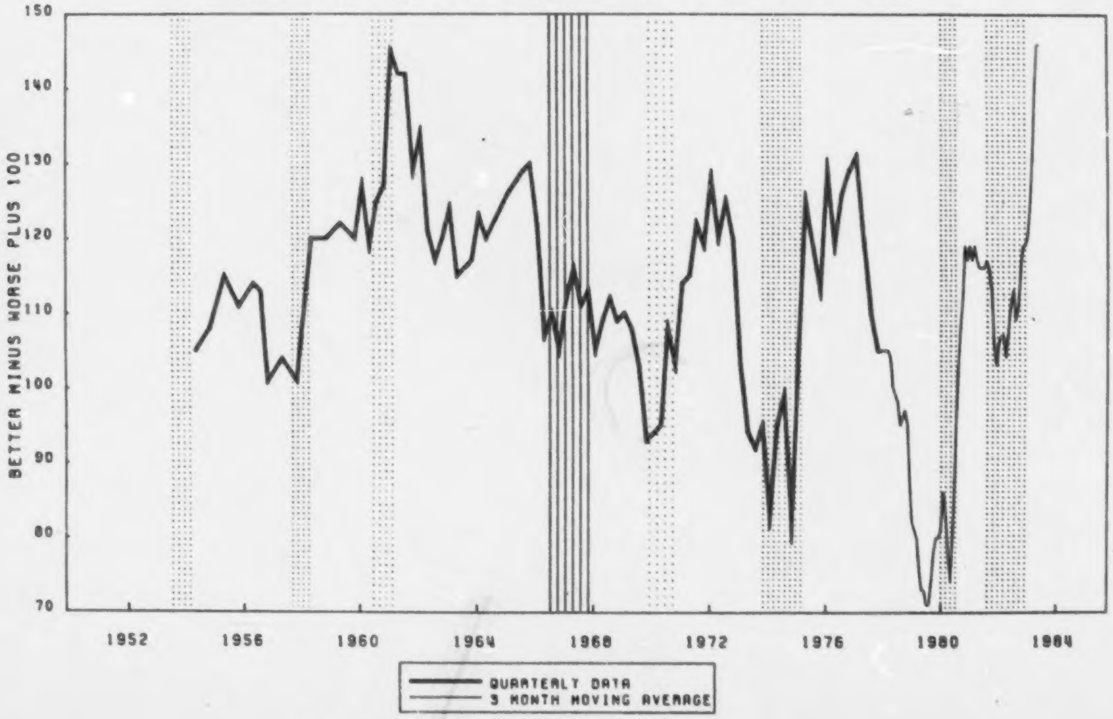


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER	37%	33%	31%	36%	40%	38%	39%	38%	45%	51%	53%	55%	49%
SAME	34	41	43	43	36	41	41	43	40	39	38	38	42
WORSE	26	25	23	19	20	19	20	17	14	9	7	6	7
DK,NA	3	1	3	2	4	2	*	2	1	1	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

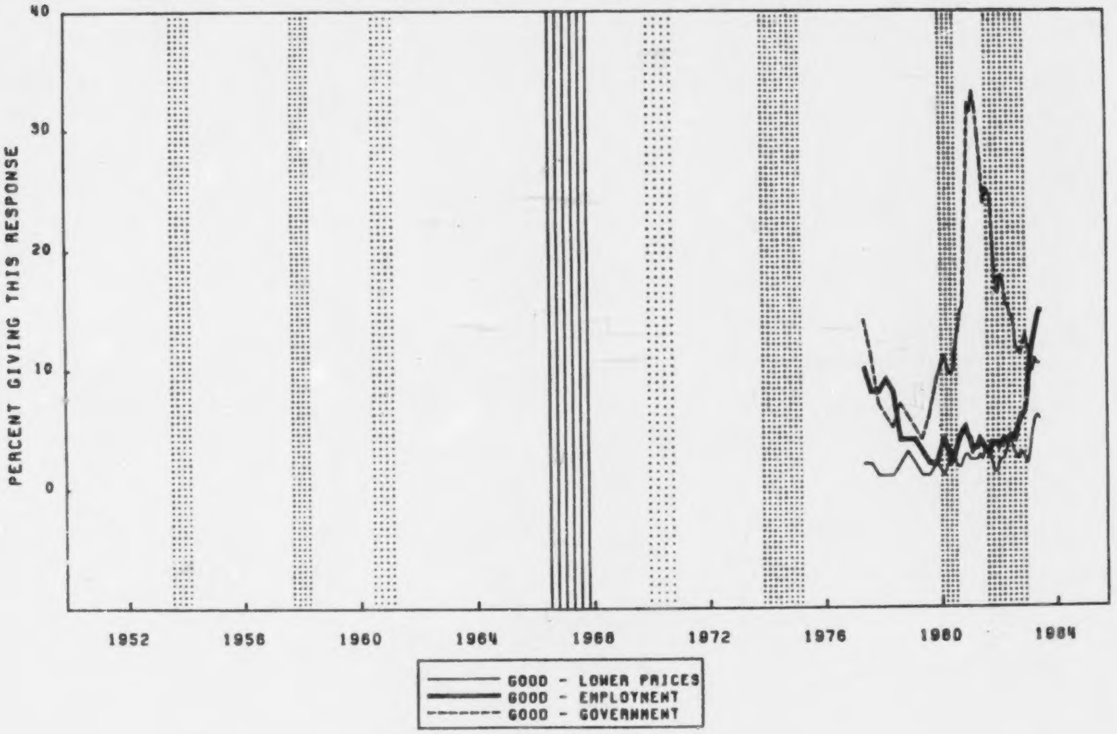


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

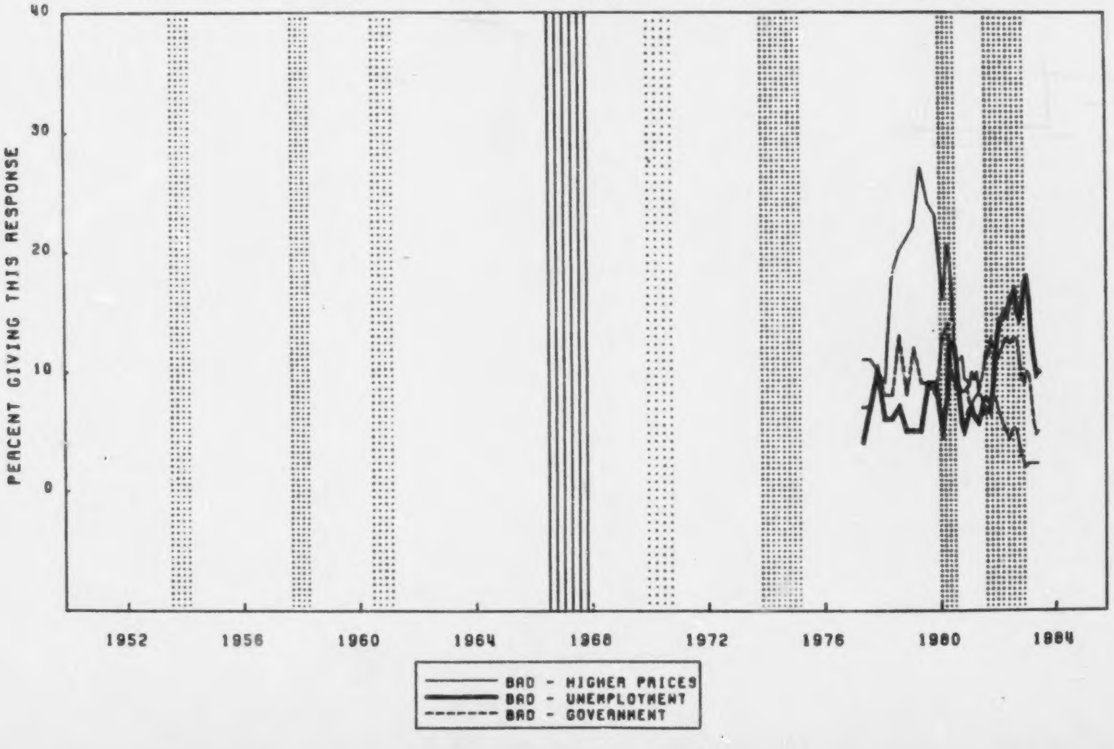


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE REASONS:													
Government; elections	11%	13%	11%	11%	11%	14%	13%	8%	11%	10%	11%	10%	10%
Employment	4	4	4	7	6	5	8	11	13	12	14	16	14
Higher consumer demand	6	3	3	3	4	4	6	5	7	6	9	10	9
Lower prices	3	2	2	3	4	1	2	3	4	7	6	5	6
Easier credit	9	5	8	13	15	12	12	12	12	13	14	12	12
UNFAVORABLE REASONS:													
Government; elections	12	14	12	12	8	8	11	11	7	5	5	4	6
Unemployment	18	16	16	13	14	18	20	15	13	10	10	9	11
Lower consumer demand	6	5	3	5	3	5	5	4	4	2	4	2	2
Higher prices	5	6	5	4	3	2	2	2	3	2	2	3	2
Tighter credit	10	9	6	7	3	3	2	2	2	1	2	2	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

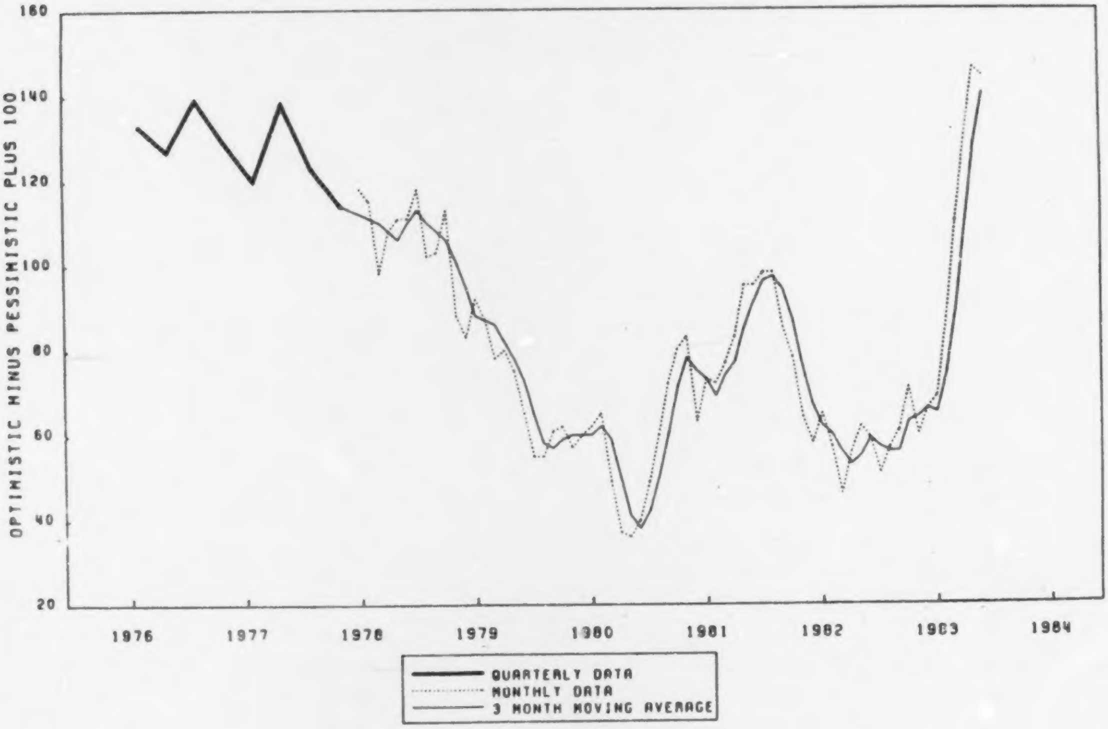


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

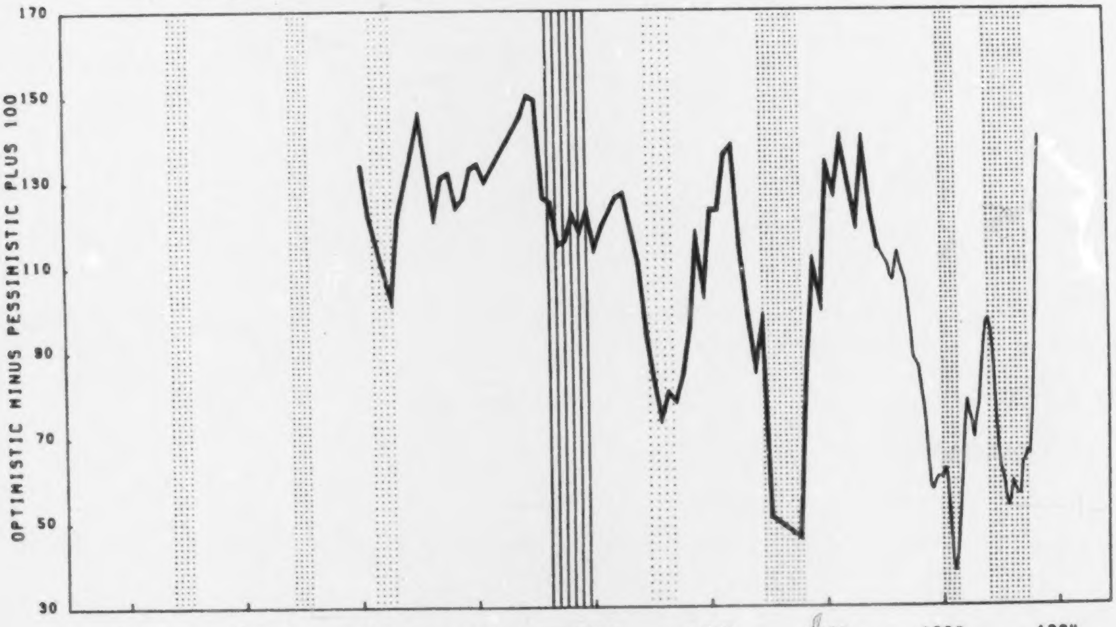


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
TREND:													
Continuous increase (a)	6%	5%	7%	8%	10%	8%	8%	11%	18%	28%	36%	42%	39%
Intermittent increase (b)	6	5	7	6	9	7	9	9	11	15	18	23	26
Remain unchanged (c)	2	3	3	4	3	1	4	3	4	4	5	5	5
Intermittent decline (d)	29	36	35	36	29	37	33	35	29	25	19	14	16
Continuous decline (e)	24	23	22	17	19	18	18	16	13	8	6	5	5
Mixed change (f)	30	25	22	27	26	27	27	24	23	18	14	10	7
DK,NA	3	3	4	2	4	2	1	2	2	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

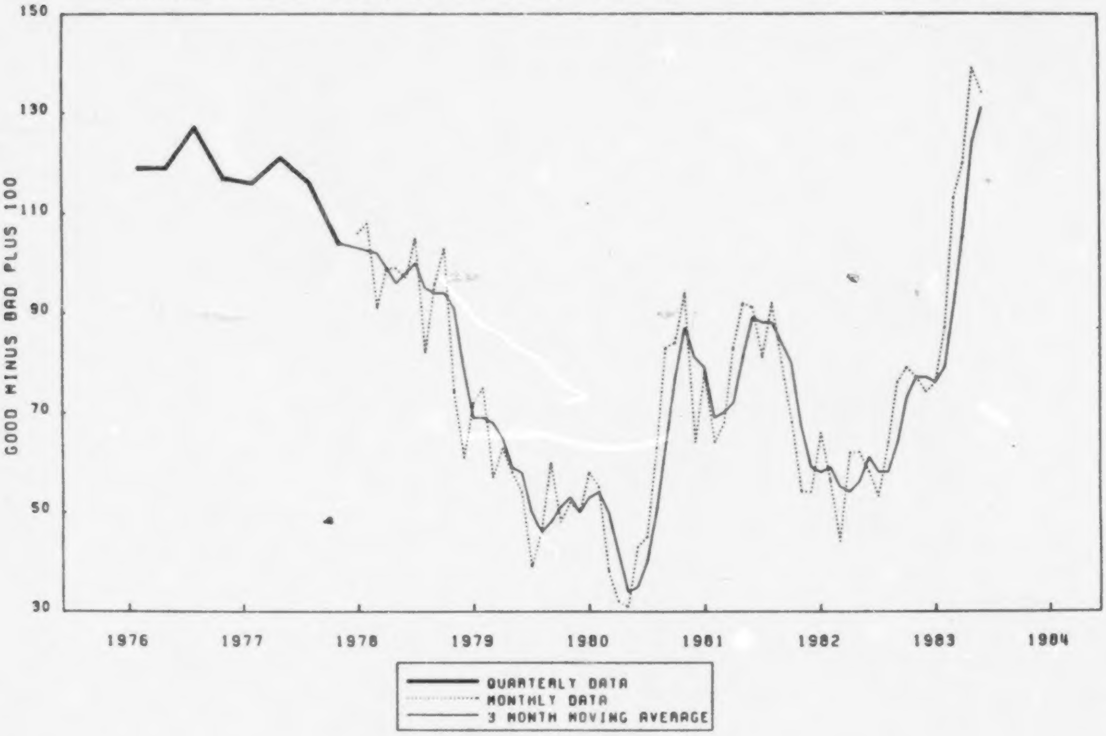


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

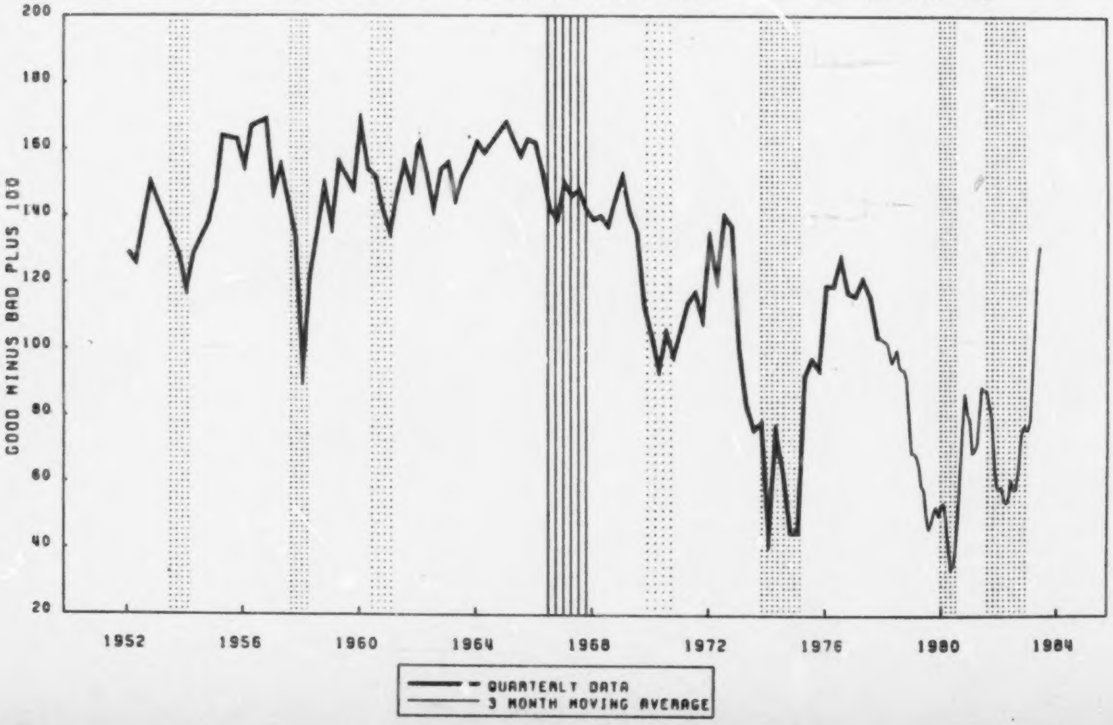


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIMES	25%	23%	26%	33%	35%	33%	32%	34%	39%	52%	56%	65%	63%
UNCERTAIN; GOOD & BAD	1	2	5	4	3	4	2	1	1	2	1	2	3
BAD TIMES	67	70	62	57	56	56	58	58	52	39	36	26	29
DON'T KNOW	4	3	3	4	4	3	5	3	3	4	3	4	3
NOT ASCERTAINED	3	2	4	2	2	4	3	4	5	3	4	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

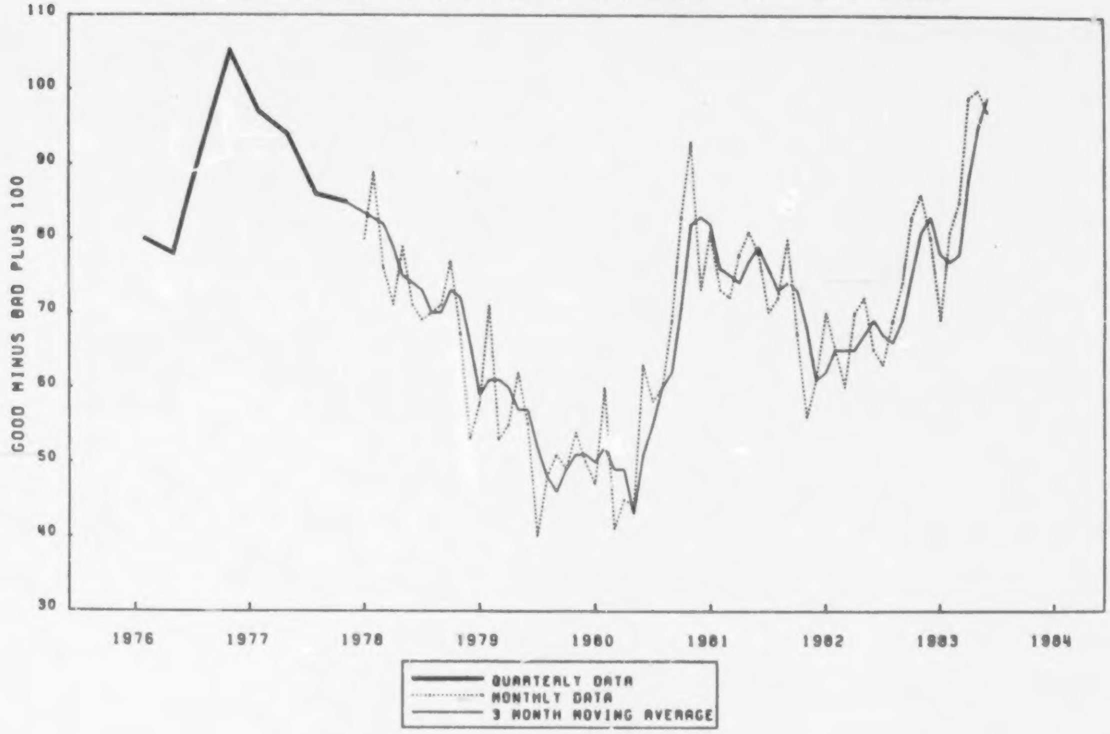


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

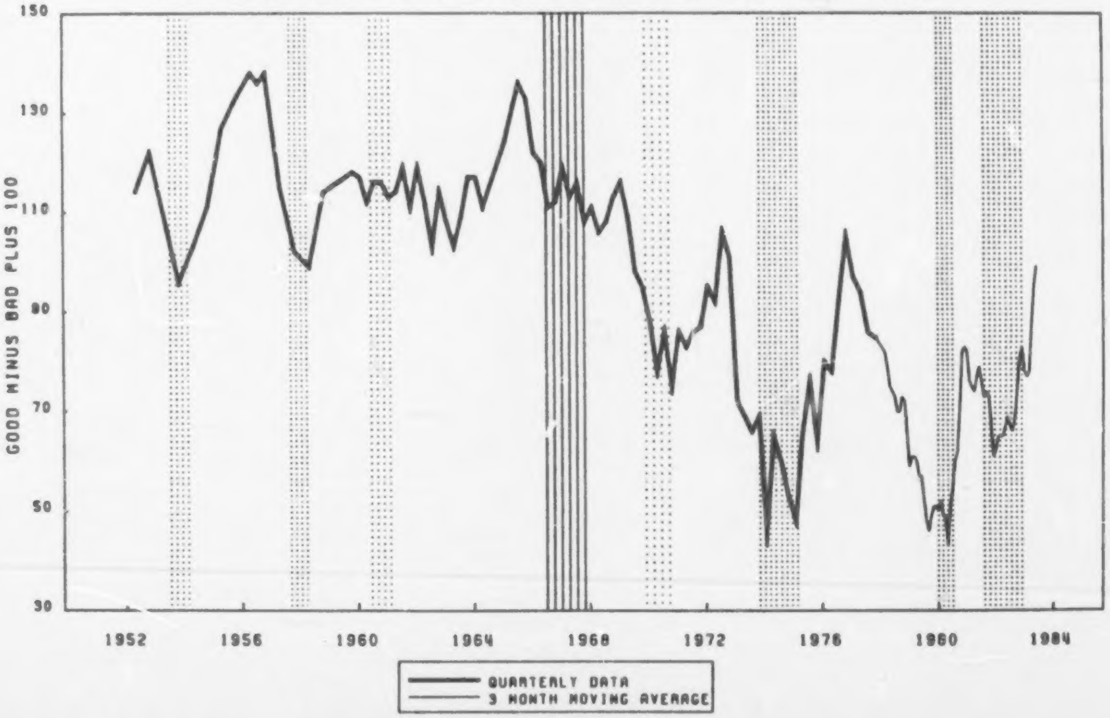


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIMES	24%	22%	23%	28%	32%	33%	29%	26%	31%	33%	38%	39%	39%
UNCERTAIN; GOOD & BAD	12	15	15	14	14	14	14	12	13	15	18	18	15
BAD TIMES	59	59	54	54	49	47	49	57	50	48	39	39	42
NOT ASCERTAINED	5	4	8	4	5	6	8	5	6	4	5	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

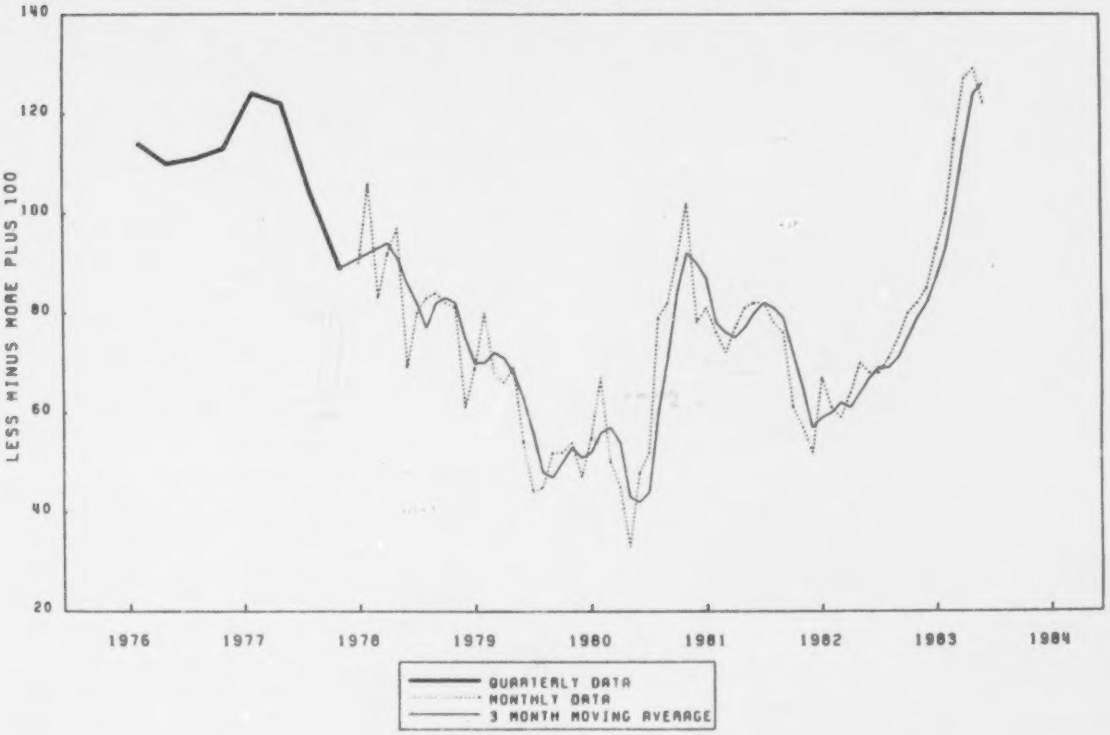


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

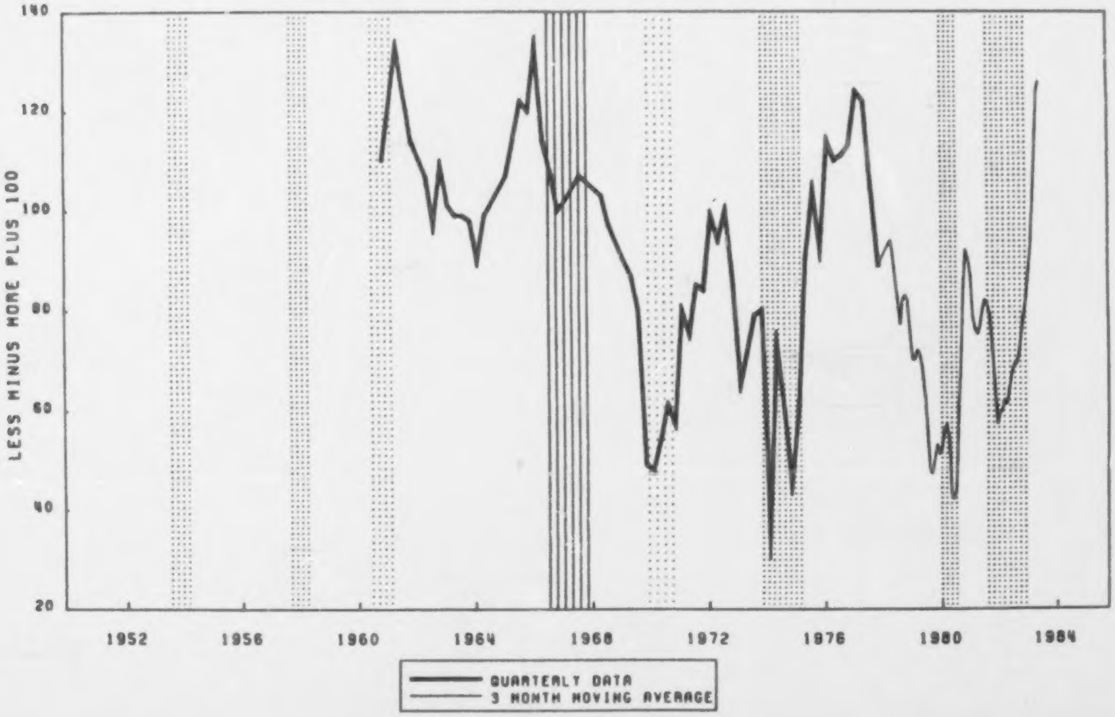


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
LESS	16%	16%	17%	18%	21%	19%	22%	23%	29%	36%	42%	42%	37%
SAME	35	35	35	38	36	42	40	45	41	43	41	44	47
MORE	48	48	46	43	41	37	37	30	29	21	15	13	15
DK,NA	1	1	2	1	2	2	1	2	1	*	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

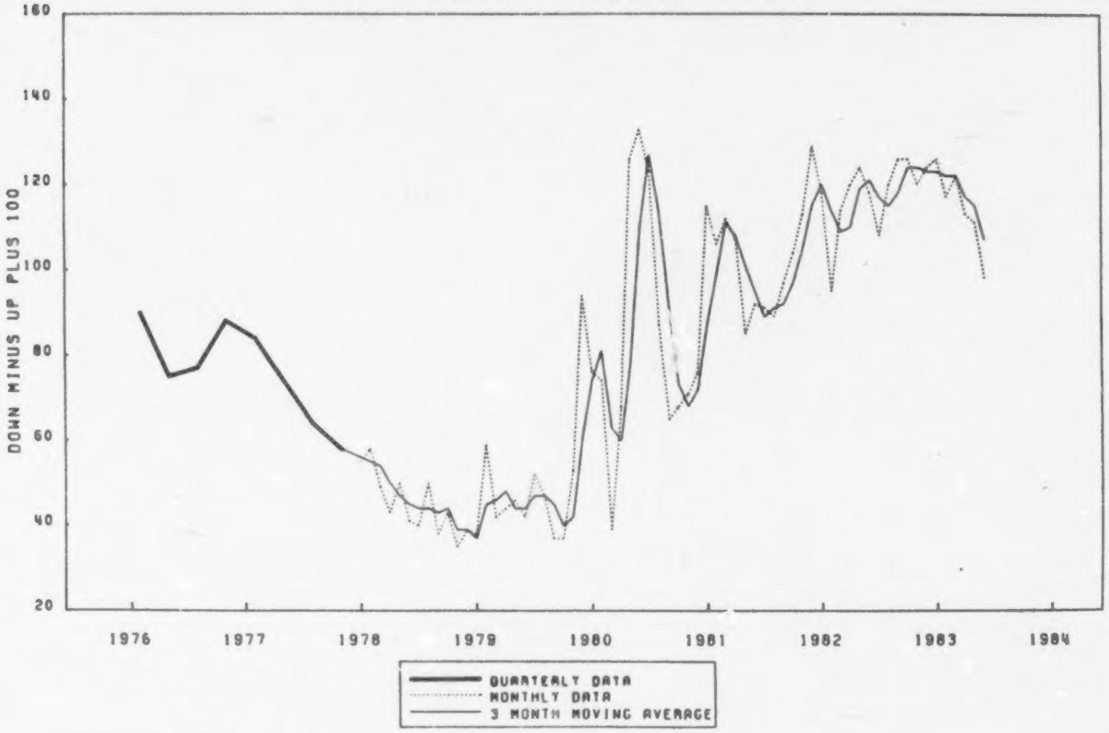


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

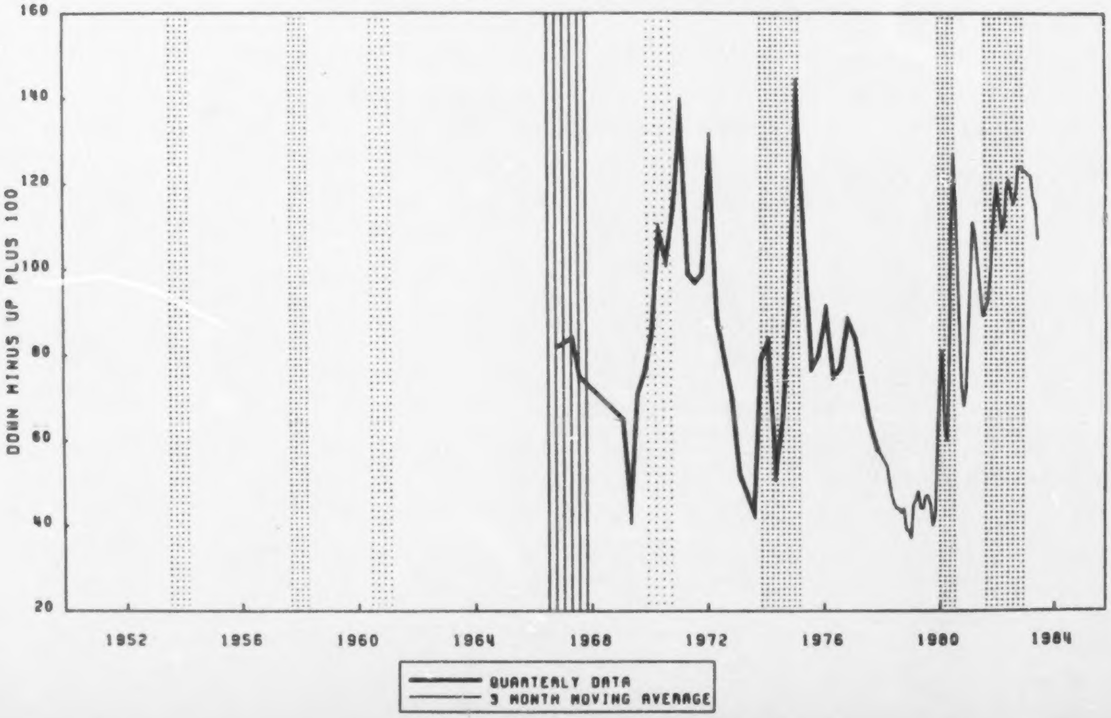


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GO UP	21%	24%	21%	22%	22%	25%	20%	18%	24%	19%	21%	20%	29%
STAY THE SAME	37	41	34	26	26	26	33	35	32	38	42	47	42
GO DOWN	39	32	41	48	48	45	44	44	41	41	34	31	27
DK,NA	3	3	4	4	4	4	3	3	3	2	3	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

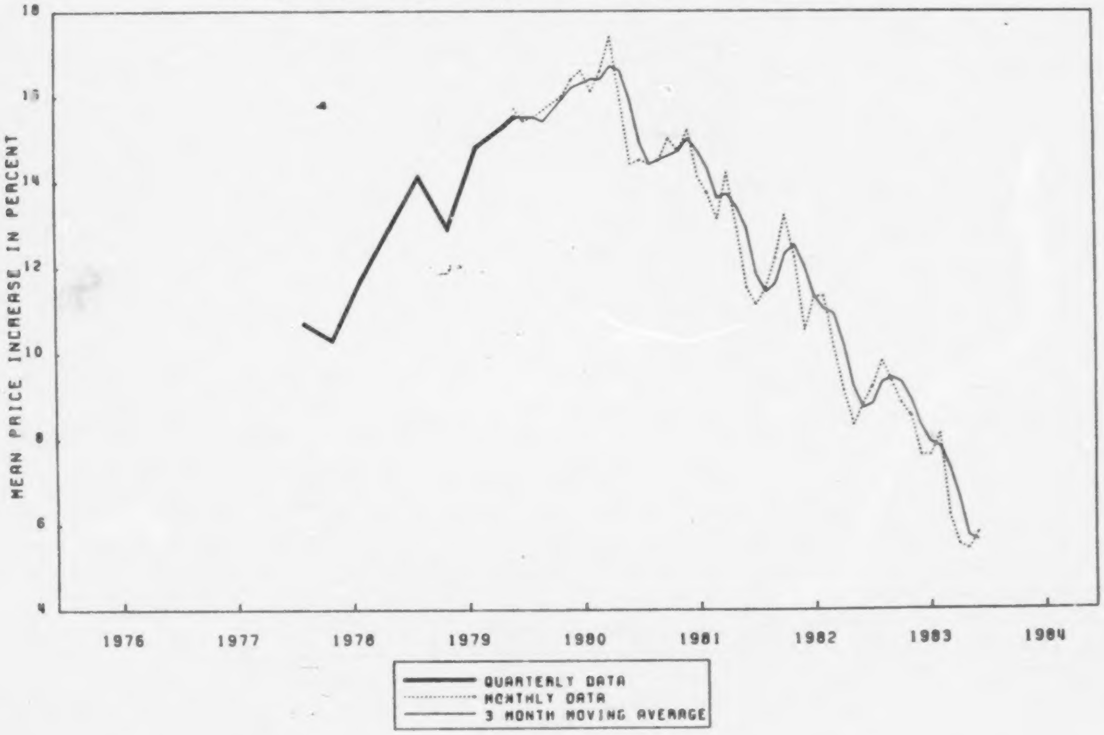


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
SAME OR DOWN	14%	12%	12%	16%	20%	20%	20%	23%	24%	31%	30%	31%	29%
GONE UP BY:													
1-2%	8	6	5	6	4	5	6	7	5	6	8	9	8
3-4%	10	8	8	10	7	9	9	11	10	10	10	13	13
5%	12	14	11	12	13	15	17	17	15	12	17	13	14
6-9%	14	13	16	14	12	12	12	9	10	9	9	8	11
10-14%	21	22	24	19	22	14	17	15	14	15	11	14	11
15% or more	16	18	17	16	14	18	14	12	16	11	9	8	10
DK how much up	5	6	6	7	7	6	5	5	5	5	5	4	3
DK,NA	*	1	1	*	1	1	*	1	1	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4	5.8
VARIANCE	93	87	96	115	106	102	82	108	113	71	64	61	65
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

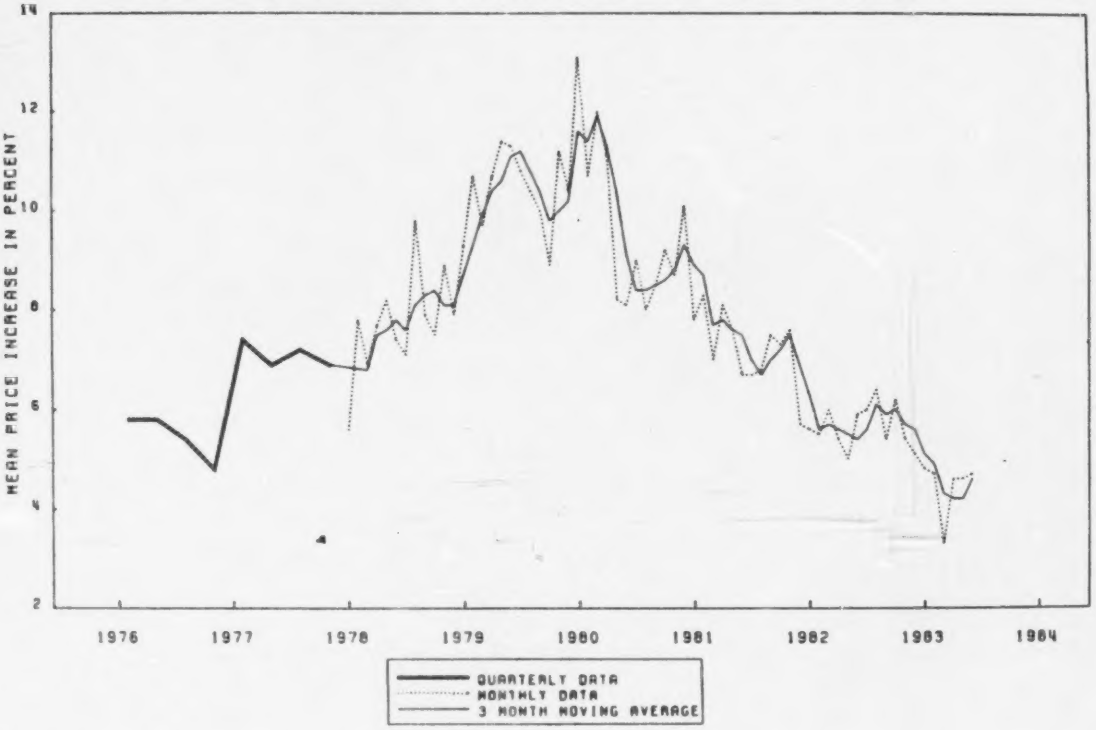


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

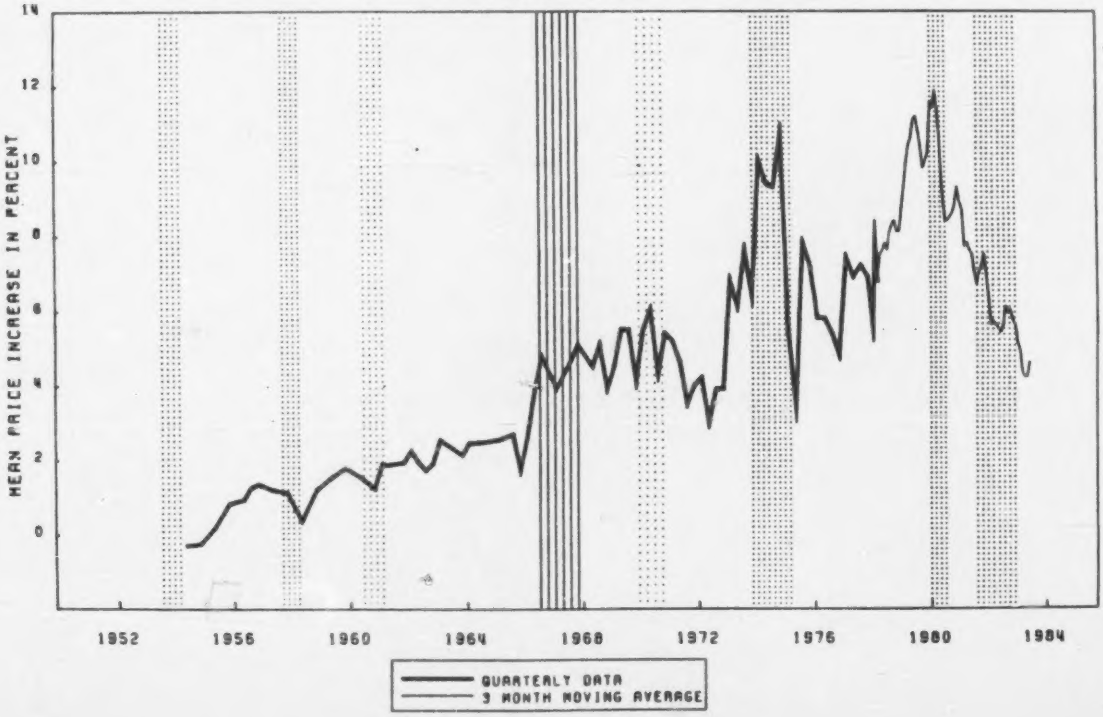


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
SAME OR DOWN	30%	23%	23%	31%	31%	32%	33%	35%	36%	44%	30%	32%	33%
WILL GO UP BY:													
1-2%	7	7	8	7	5	5	6	10	8	9	10	9	8
3-4%	10	10	12	9	8	10	13	11	12	12	13	13	15
5%	14	17	16	14	14	15	15	16	15	14	17	17	16
6-9%	10	15	12	13	11	11	9	7	9	5	10	10	9
10-14%	16	14	13	12	15	12	11	9	8	8	9	10	9
15% or more	8	7	11	7	9	9	8	7	7	4	5	5	6
DK how much up	3	5	3	5	5	3	3	3	3	3	4	3	3
DK,NA	2	2	2	2	2	3	2	2	2	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6	4.7
VARIANCE	71	53	65	59	82	55	56	67	60	33	45	49	54
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

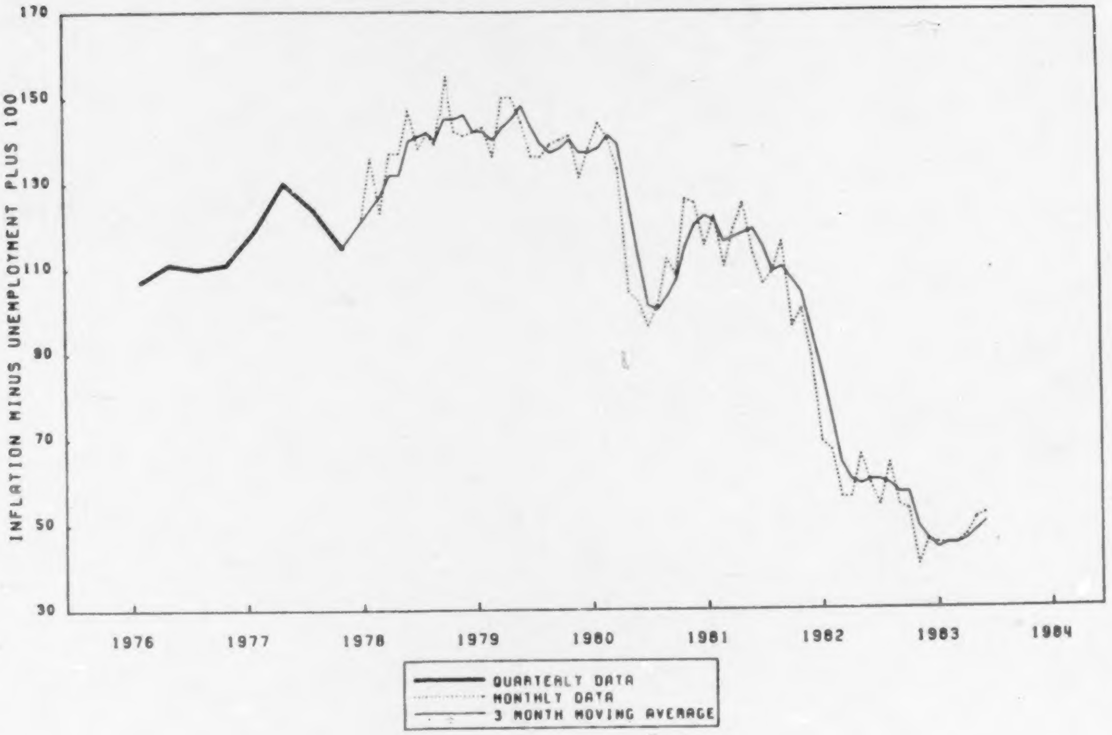


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

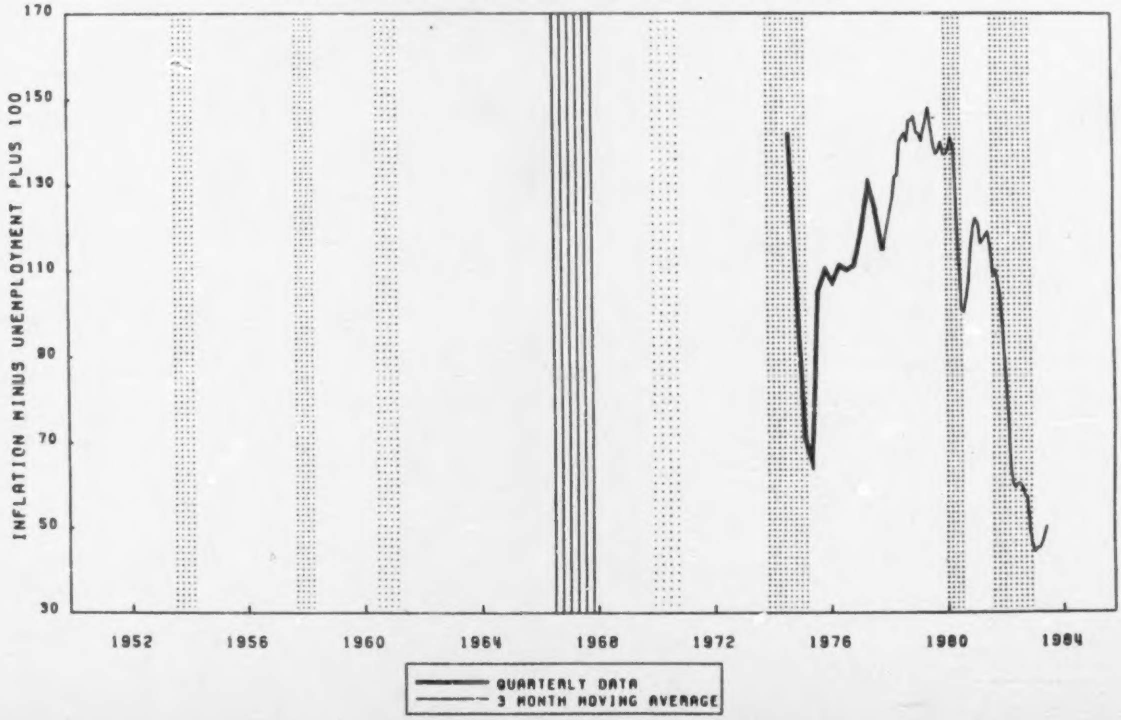


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
UNEMPLOYMENT	64%	67%	62%	68%	67%	76%	72%	74%	73%	73%	73%	71%	70%
BOTH EQUALLY SERIOUS	12	11	11	9	11	7	9	5	8	8	6	6	7
INFLATION	23	21	26	22	20	16	18	19	18	18	20	22	22
DK,NA	1	1	1	1	2	1	1	2	1	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

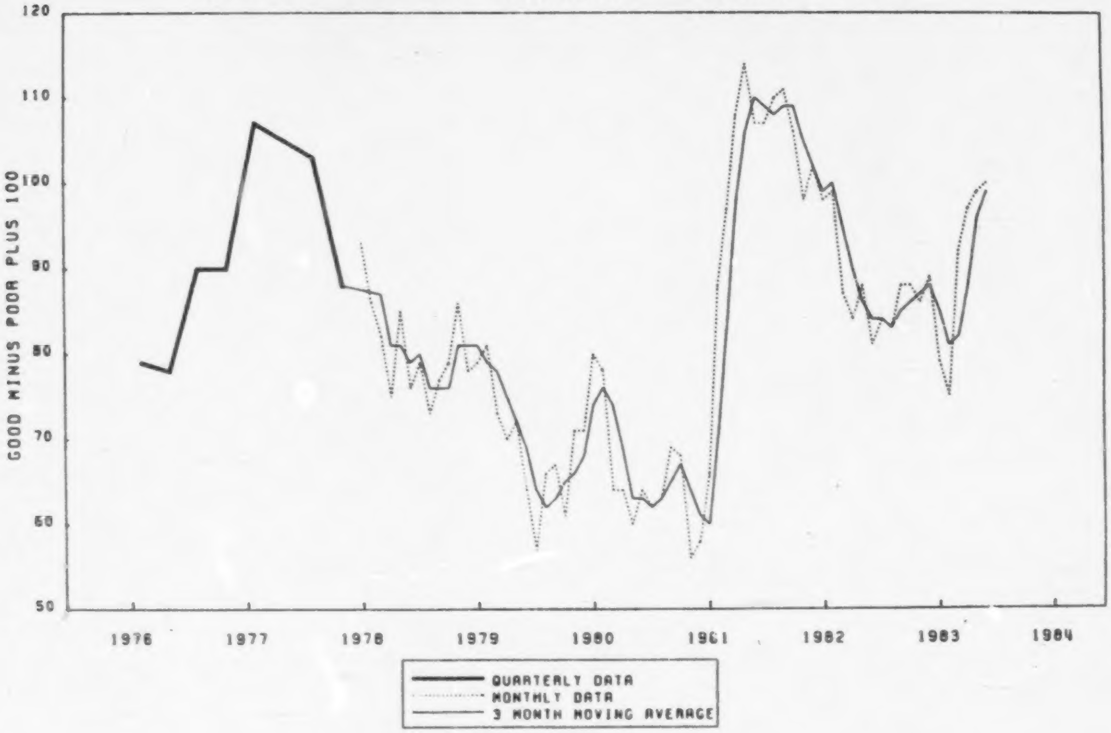


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

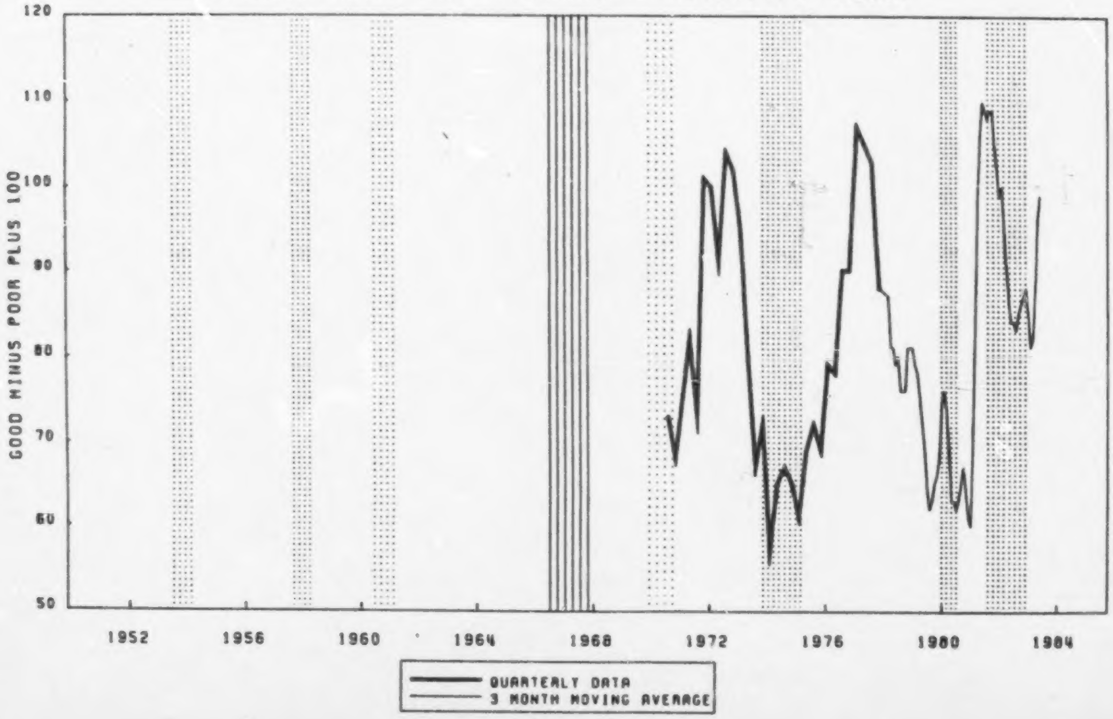


TABLE 25

OPINIONS ABOUT THE GOVERNMENT´S ECONOMIC POLICY

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
A GOOD JOB	16%	18%	17%	19%	21%	19%	19%	16%	16%	21%	21%	20%	23%
ONLY FAIR	46	46	45	46	41	45	47	45	40	48	53	57	52
A POOR JOB	35	34	34	31	33	33	30	37	41	29	24	21	23
DK,NA	3	2	4	4	5	3	4	2	3	2	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

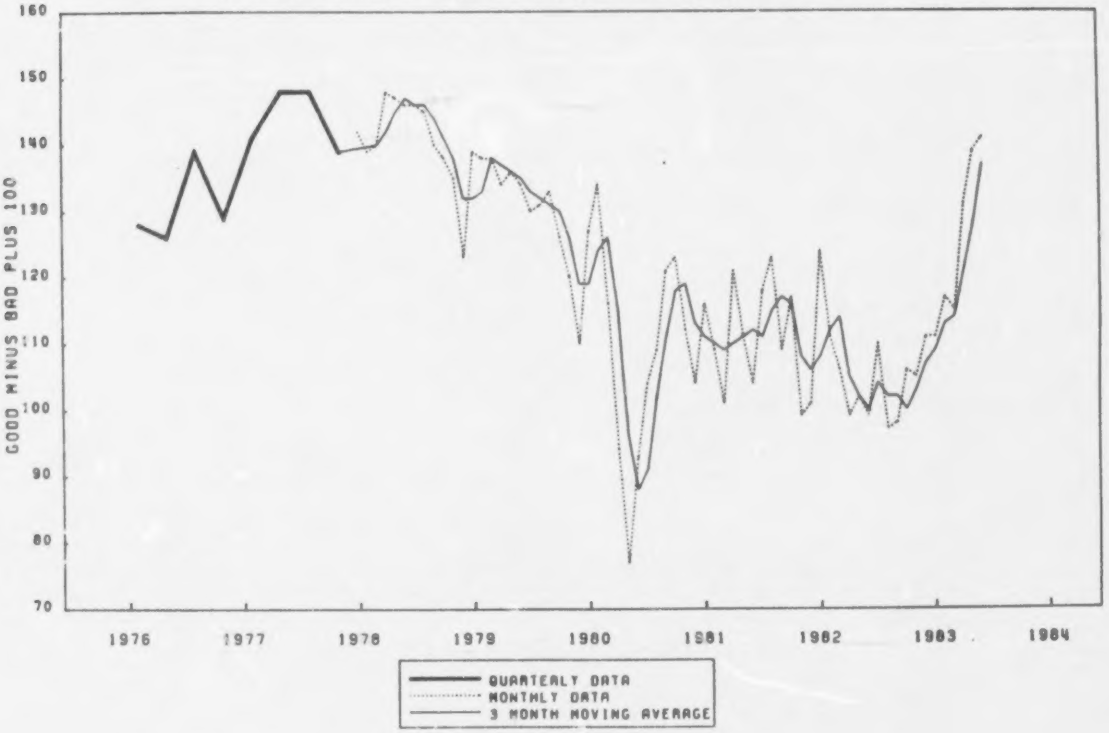


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

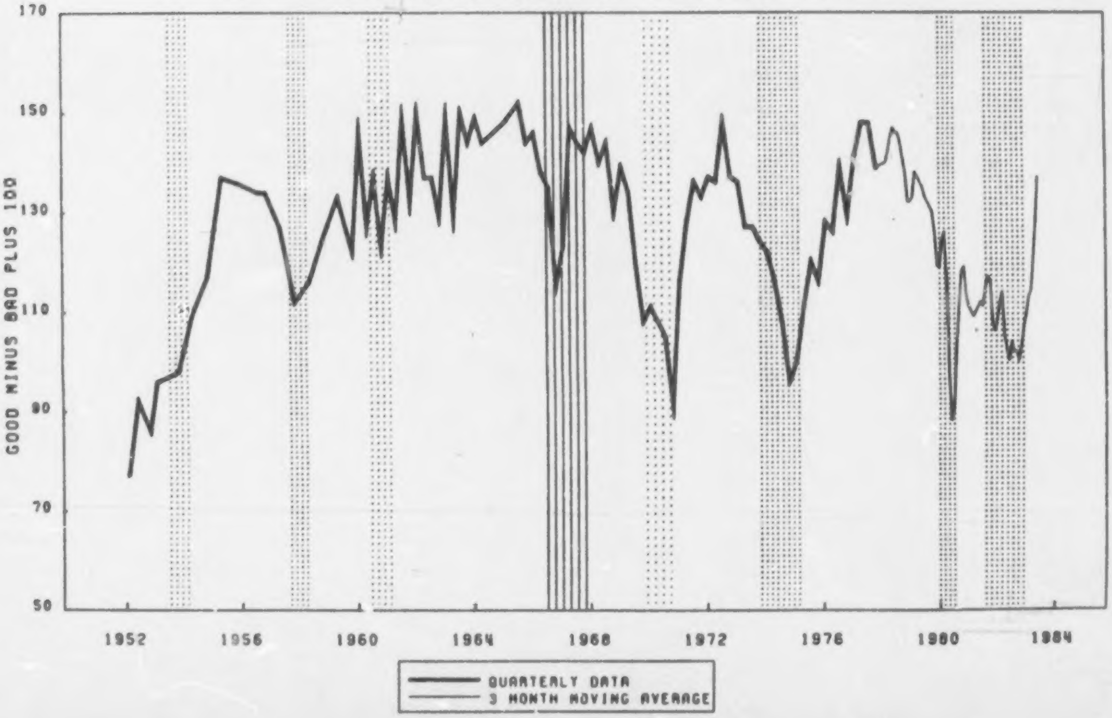


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	43%	48%	41%	42%	46%	47%	50%	51%	54%	53%	61%	67%	66%
UNCERTAIN, DEPENDS	13	14	15	14	14	11	11	9	9	9	9	5	9
BAD TIME TO BUY	44	38	44	44	40	42	39	40	37	38	30	28	25
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

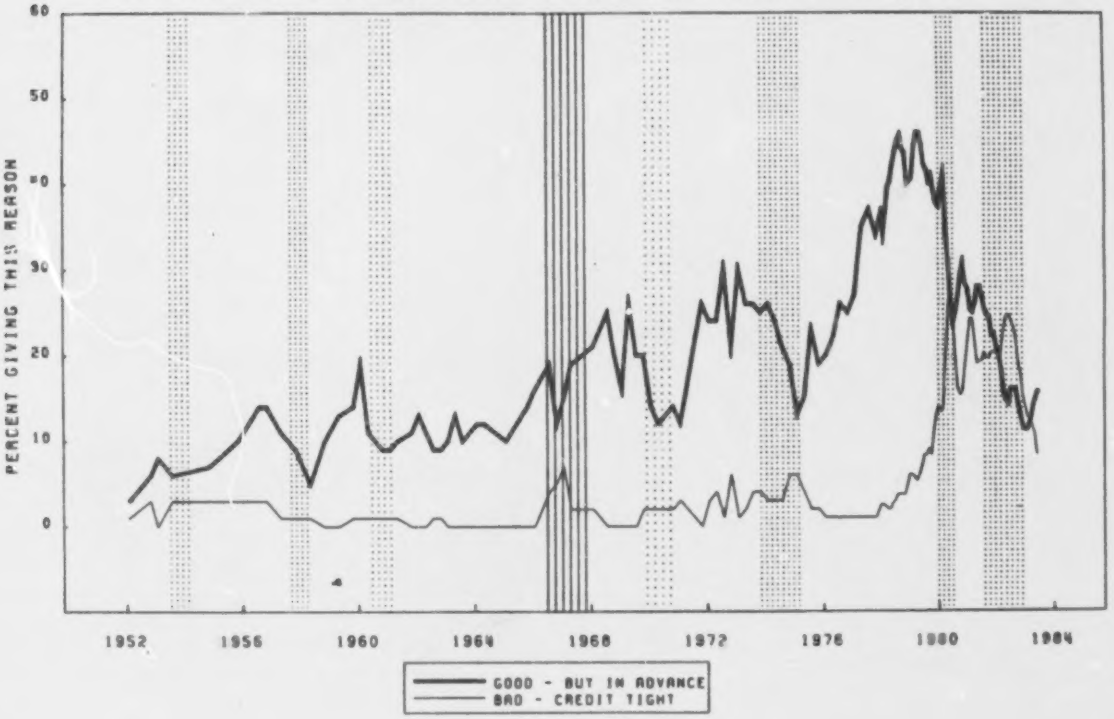


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

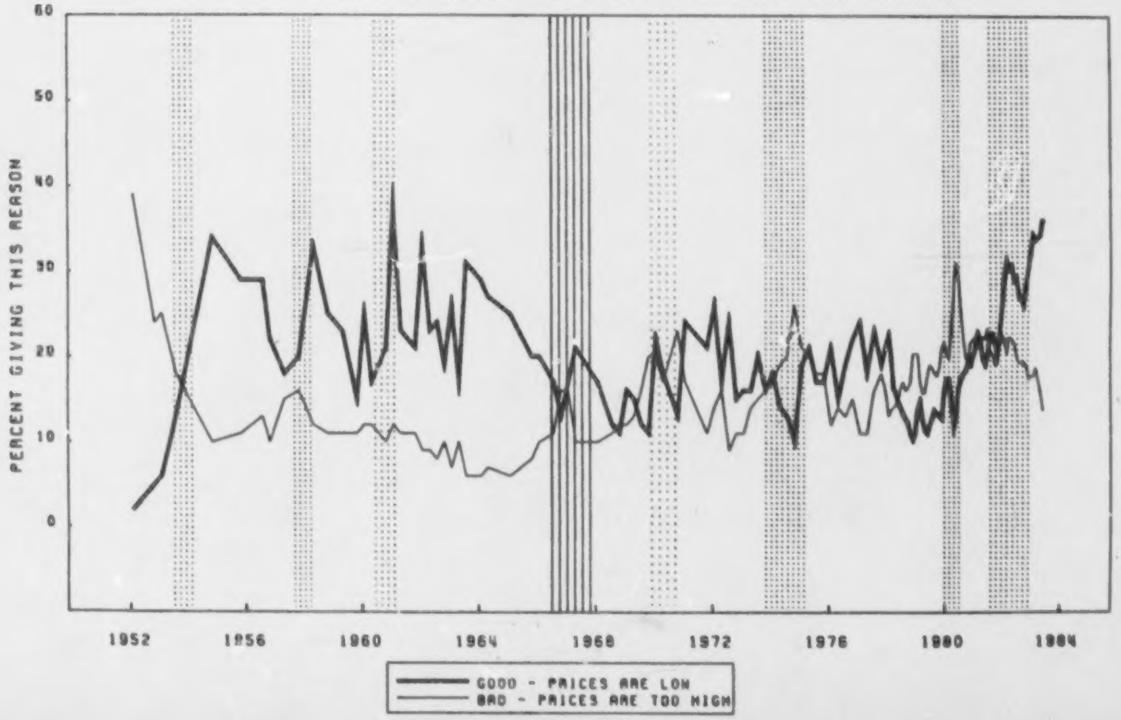


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	27%	30%	24%	26%	28%	31%	32%	33%	38%	30%	36%	37%	35%
Prices won't come down; are going higher	14	19	15	14	14	11	10	13	11	12	15	17	15
Interest rates low; credit is easy	2	2	2	4	5	5	8	7	8	12	14	13	16
BAD TIME TO BUY:													
Prices are high	21	18	19	21	18	18	16	19	18	19	16	12	13
Interest rates are high; credit is tight	24	24	22	20	16	17	13	12	13	13	11	8	6
Lack of purchasing power	21	19	21	21	21	24	21	22	16	18	15	16	12

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

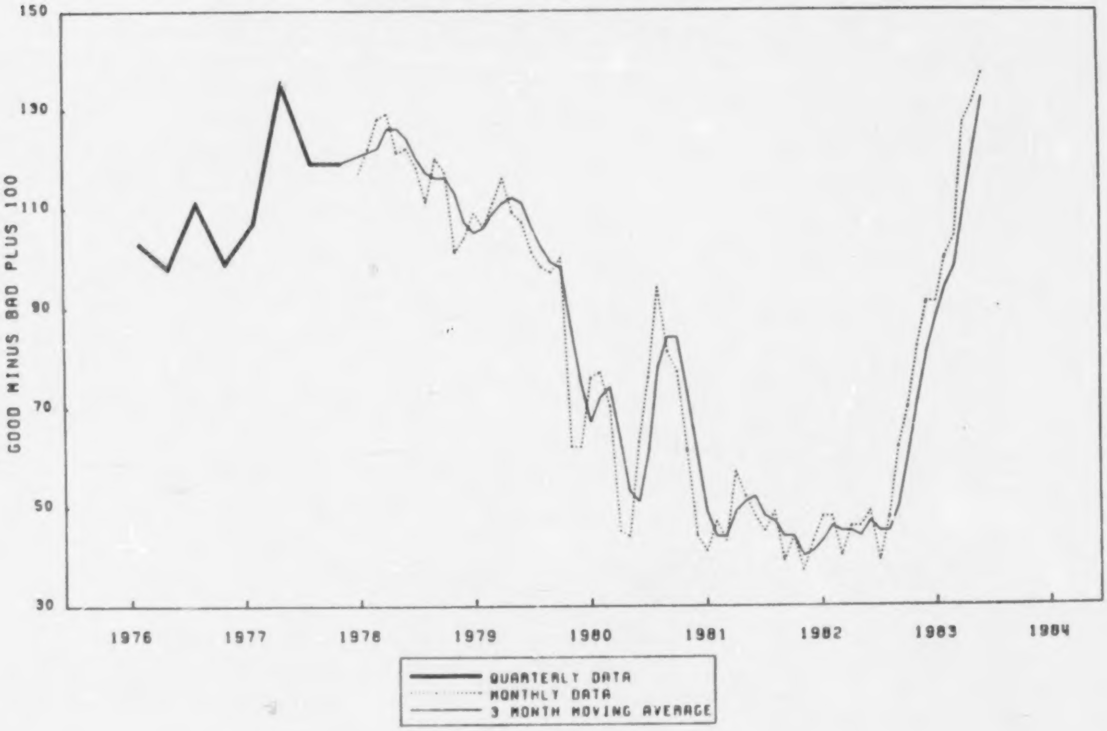


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

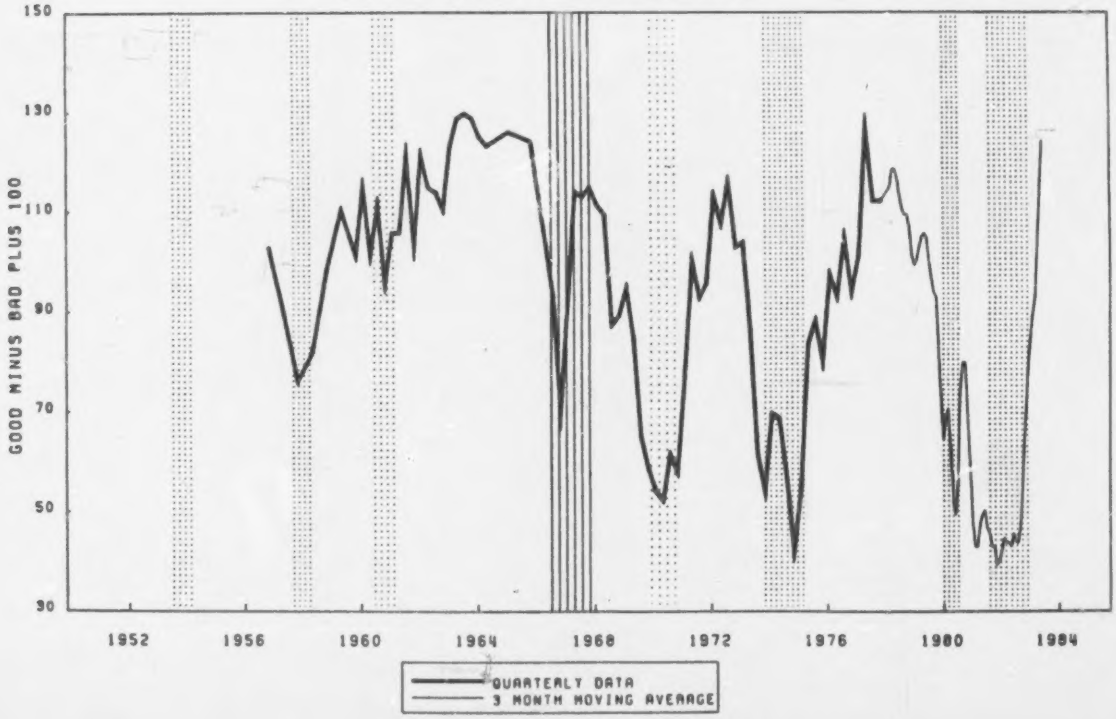


TABLE 28

BUYING CONDITIONS FOR HOUSES

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	21%	15%	20%	28%	32%	38%	44%	44%	49%	51%	61%	64%	66%
UNCERTAIN, DEPENDS	7	9	8	6	6	6	3	3	2	2	5	3	5
BAD TIME TO BUY	72	76	72	66	62	56	53	53	49	47	34	33	29
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

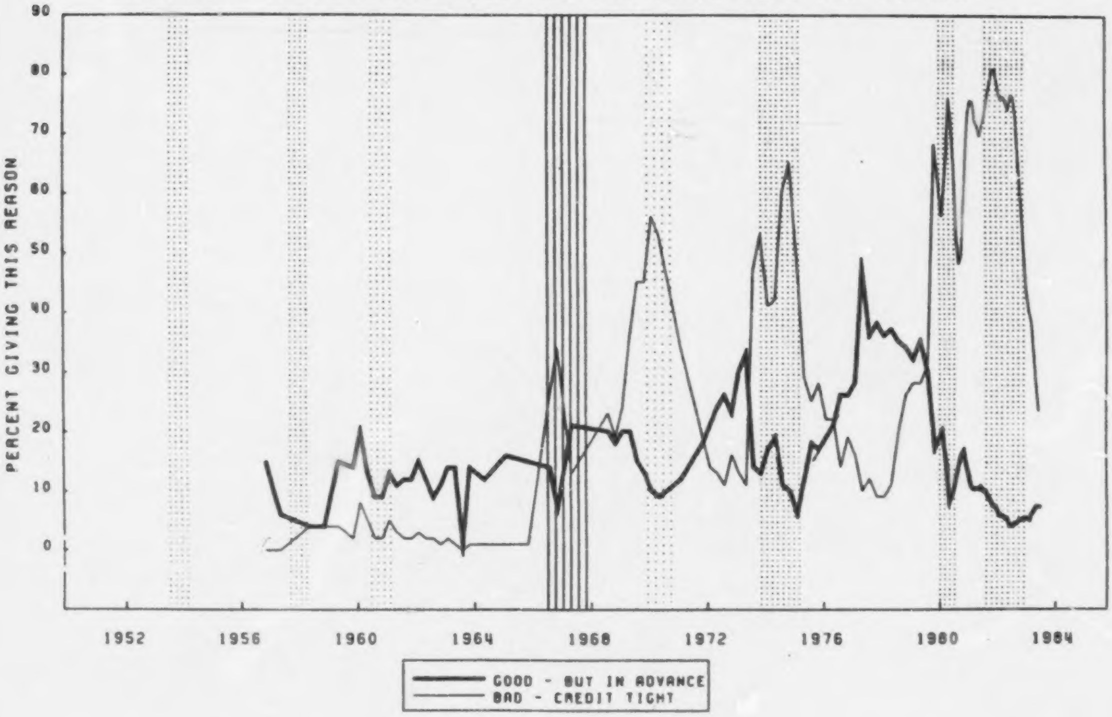


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

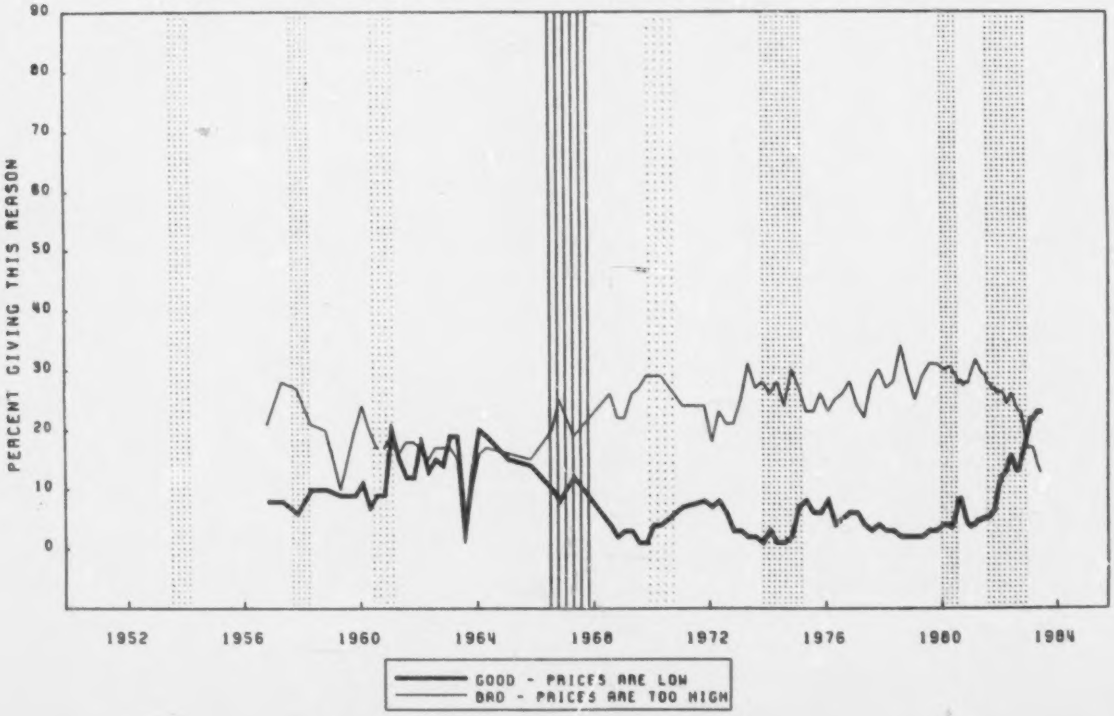


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	15%	12%	12%	15%	17%	17%	20%	21%	24%	20%	24%	25%	20%
Prices won't come down; are going higher	4	4	5	5	5	6	5	5	5	8	7	7	8
Interest rates low; credit is easy	7	4	7	20	23	30	35	37	40	44	54	57	61
Good investment	4	3	4	3	2	4	6	4	4	3	5	4	7
BAD TIME TO BUY:													
Prices are high	27	21	23	25	21	16	17	17	17	16	13	12	13
Interest rates are high; credit is tight	75	82	71	64	60	49	40	41	39	35	24	23	23
Lack of purchasing power	23	27	20	21	23	23	23	24	20	21	14	16	11

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

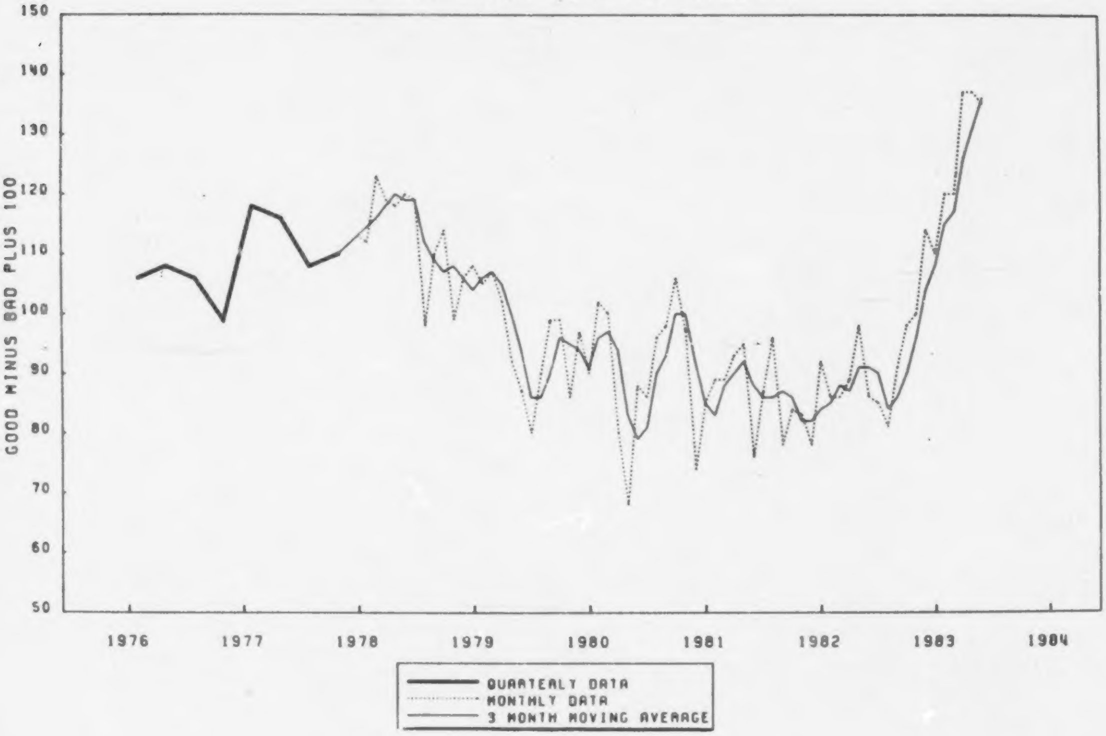


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

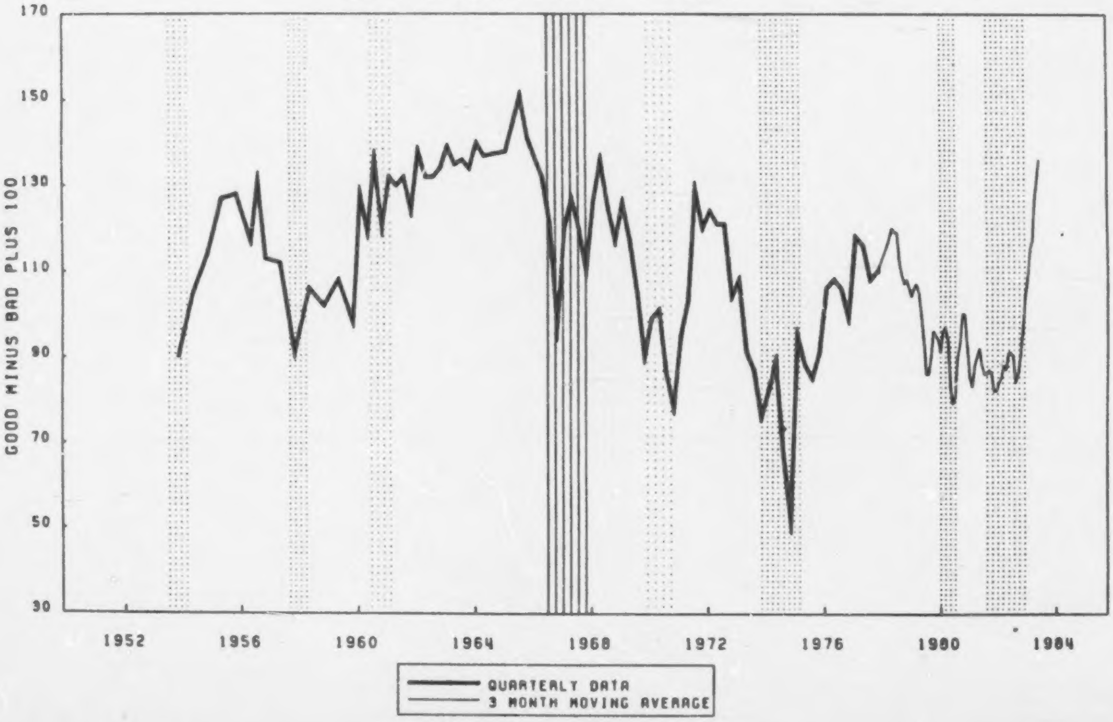


TABLE 30

BUYING CONDITIONS FOR CARS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	40%	37%	35%	40%	44%	46%	53%	51%	57%	56%	66%	66%	63%
UNCERTAIN; DEPENDS	6	11	11	11	10	8	8	8	6	8	5	5	9
BAD TIME TO BUY	54	52	54	49	46	46	39	41	37	36	29	29	28
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

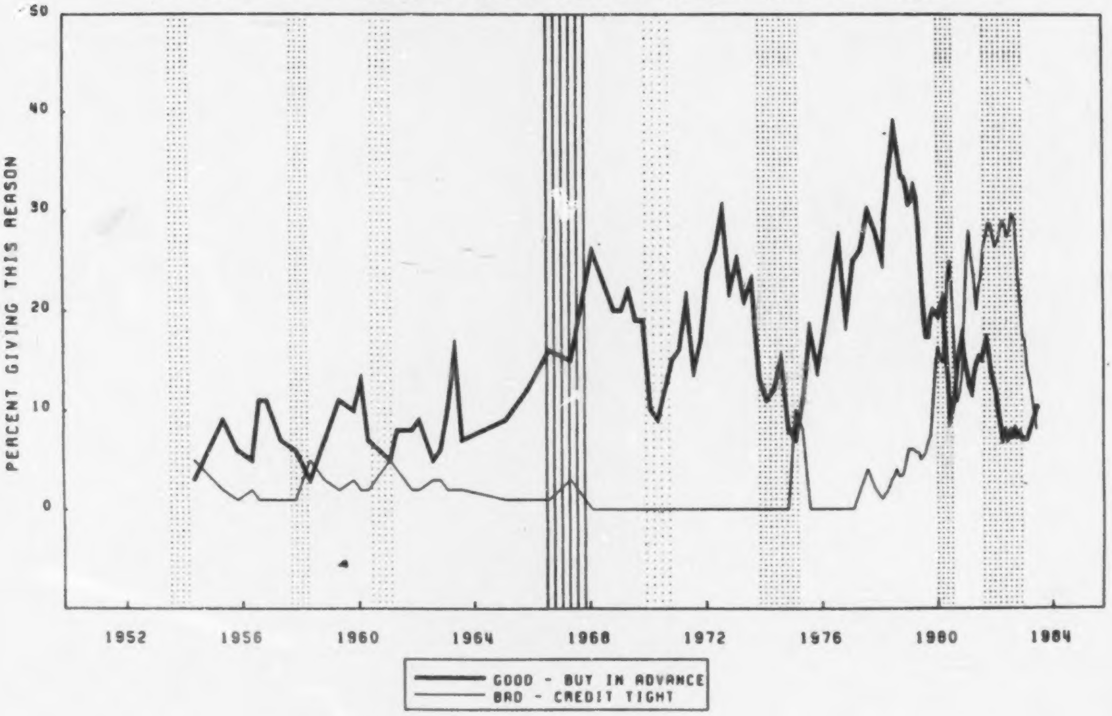


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

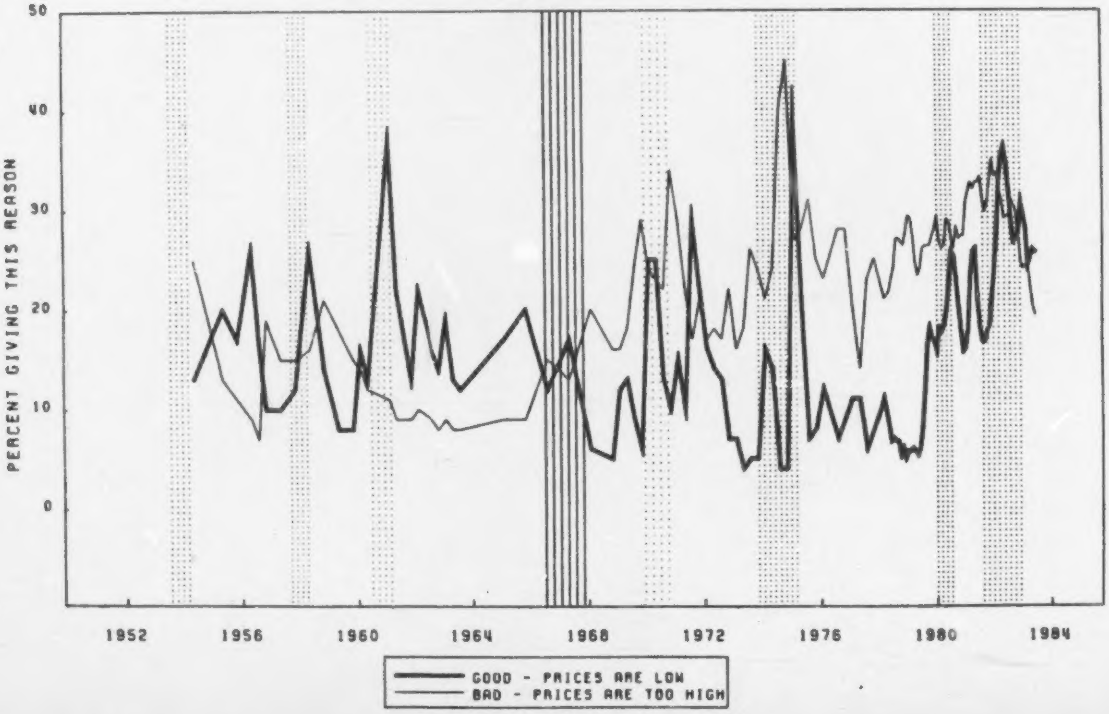


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	32%	28%	26%	26%	29%	28%	35%	25%	24%	24%	28%	26%	23%
Prices won't come down; are going higher	6	9	7	8	7	8	6	7	8	8	8	12	11
Interest rates low; credit is easy	7	5	6	10	11	20	27	29	35	34	40	40	40
New fuel efficient models	1	1	2	1	1	1	1	2	1	2	2	*	1
BAD TIME TO BUY:													
Prices are high	33	28	32	31	26	25	23	24	26	23	19	19	20
Interest rates are high; credit is tight	27	32	30	25	19	19	14	18	10	11	11	7	6
Lack of purchasing power	11	13	12	14	14	15	13	12	12	10	7	7	7
Price of gas; shortages	2	2	1	1	*	1	1	1	*	*	*	1	1
Poor selection; quality	10	10	7	7	7	7	7	6	5	5	5	5	6

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

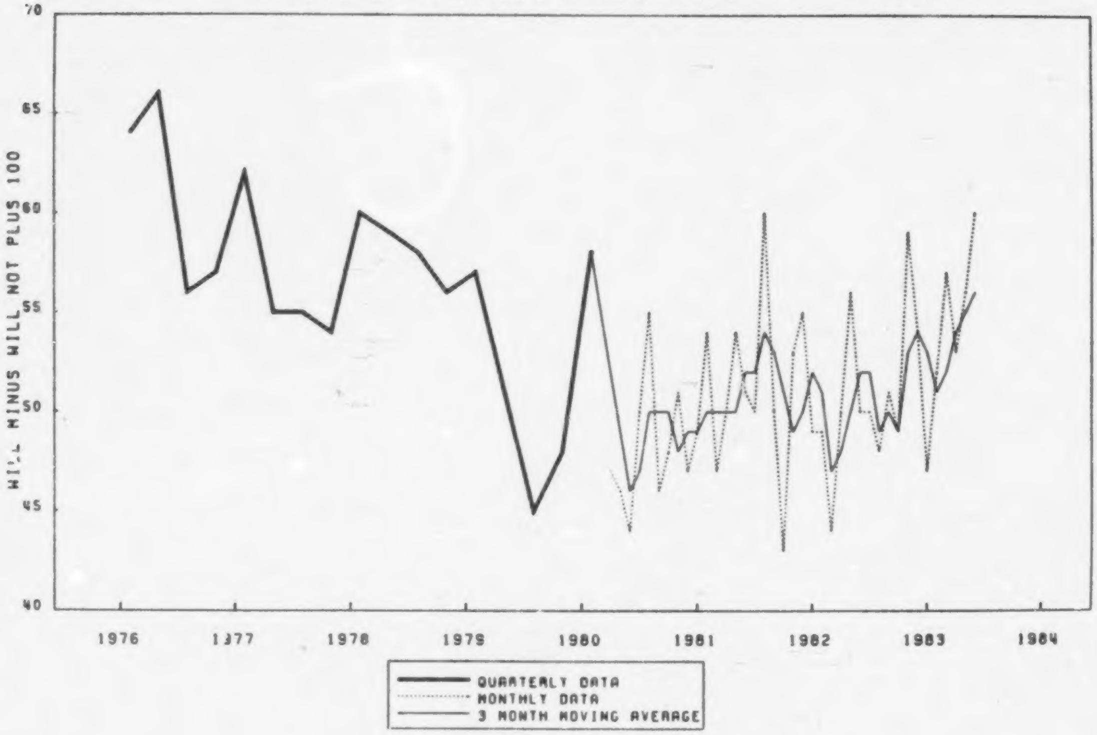


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

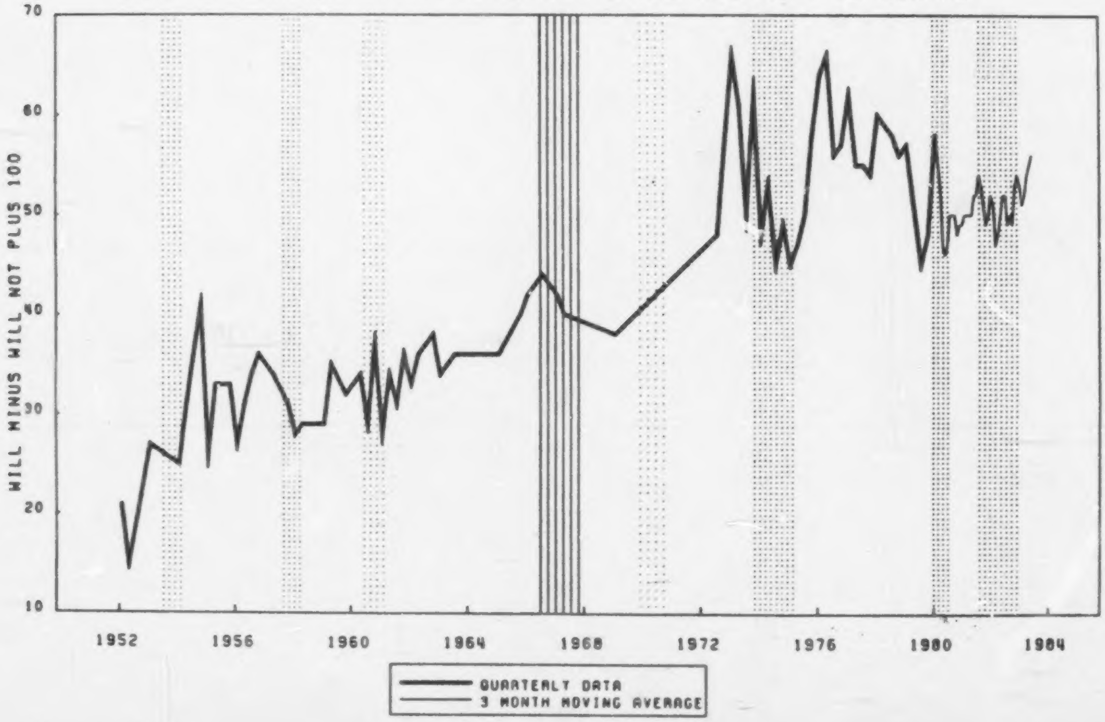


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROBABLY WILL BUY	18%	16%	16%	18%	16%	21%	20%	15%	17%	20%	17%	17%	22%
CHANCES ARE EVEN	7	8	7	5	7	8	8	7	8	7	9	9	7
PROBABLY WILL NOT BUY	68	66	68	67	67	62	66	68	65	63	64	61	62
DK,NA	7	10	9	10	10	9	6	10	10	10	10	13	9
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	25%	24%	23%	23%	23%	29%	28%	22%	25%	27%	26%	26%	29%
PURCHASE TYPE:													
Buy new	9	11	12	10	11	11	15	10	12	13	14	12	13
Buy used	13	11	9	12	11	15	10	10	11	12	11	11	13
Lease	2	1	1	*	1	2	2	1	1	1	*	2	2
DK,NA	1	1	1	1	*	1	1	1	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	2	6	4	2	4	4	2	3	3	1	6	2	1
Next 4-6 months	5	6	5	5	5	6	6	6	6	7	6	7	10
Next 7-9 months	6	3	3	4	5	8	6	4	7	9	7	8	8
10 months or more	7	4	4	7	5	7	7	4	5	6	2	4	4
DK,NA	5	5	7	5	4	4	7	5	4	4	5	5	6

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	68%	66%	68%	67%	67%	62%	66%	68%	65%	63%	64%	61%	62%
PURCHASE TYPE:													
Would buy new	37	38	40	37	39	34	40	36	34	31	38	36	37
Would buy used	29	25	27	29	27	26	24	30	29	31	25	24	24
DK,NA	2	3	1	1	1	2	2	2	2	1	1	1	1
PURCHASE TIMING:													
Less than 2 years	6	4	5	5	5	7	7	8	8	6	8	7	6
2 years	25	20	22	23	23	22	22	23	19	20	22	24	20
3 years	13	13	12	11	11	8	10	10	10	11	12	10	10
4 years or more	16	21	18	20	19	18	17	21	20	21	16	18	21
Indefinite	3	2	4	3	3	2	4	2	2	1	2	1	1
DK,NA	5	6	7	5	6	5	6	4	6	4	4	1	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

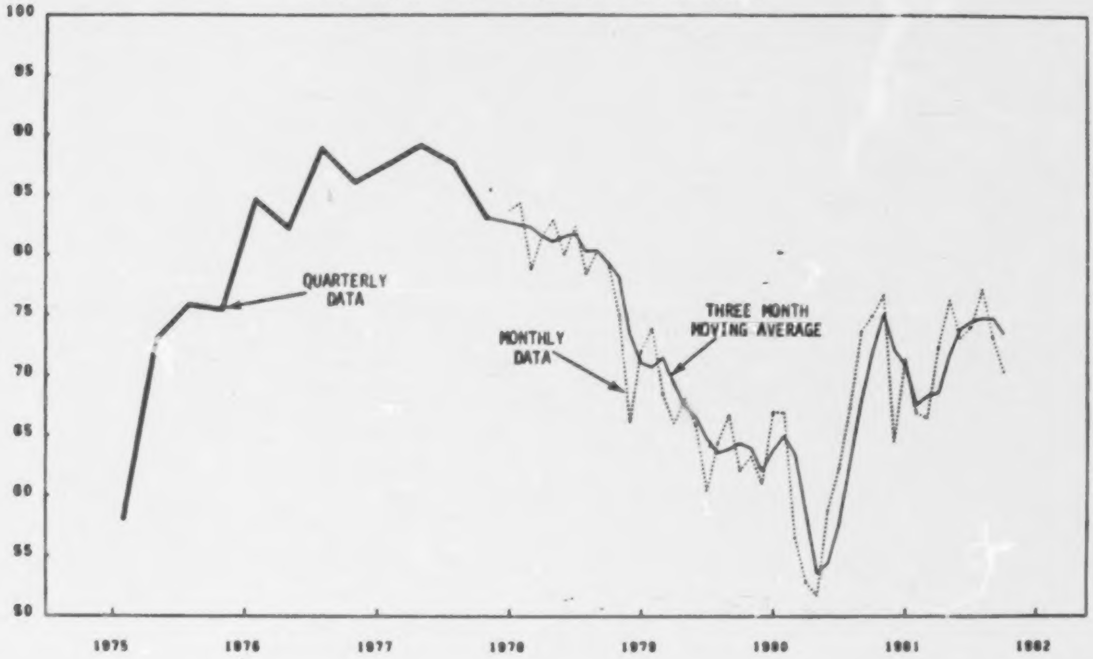
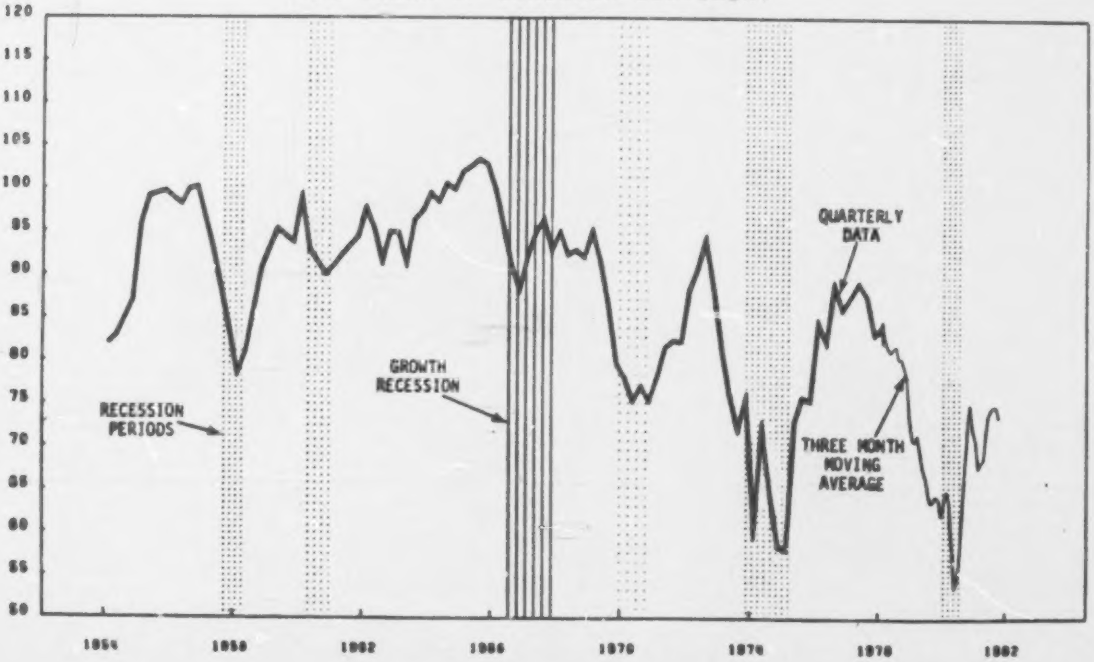


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 - January 1983 (unofficial)

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

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SURVEY RESEARCH CENTER · UNIVERSITY OF MICHIGAN

July 7, 1983

JUNE 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

OPTIMISM REIGNS

** In the June 1983 survey, the Index of Consumer Sentiment was 92.2, just below the 93.3 recorded in May, and substantially above the 70.4 recorded in January 1983, and the 65.7 recorded in June 1982. The small and insignificant decline was concentrated among lower income families. Among families with incomes of $25,000 or more, the Index rose to 102.5 in June 1983 from 101.0 in May, and 78.8 in January 1983.

** More families in the June 1983 survey reported hearing news of favorable developments in the economy than in any prior survey. Reports of increases in employment dominated the favorable developments. Among all families, 64 percent reported that overall business conditions had improved during the past year, a new record level.

** As a result of the federal tax cut, a somewhat smaller proportion of families expected increased take-home pay in 1983 (22 percent) than in 1982 (28 percent). The median expected additional take-home pay was $25 per month in 1983, unchanged from the 1982 figure. Although overall spending intentions did not significantly change during the past year, spending plans have shifted towards major new purchases and away from meeting current needs and expenses.

** More families than ever before rated buying conditions for houses favorably in the June 1983 survey (66 percent). Favorable attitudes towards buying conditions for cars were held by 63 percent of all families, just below the all-time record of 66 percent recorded in April and May 1983. In each case, lower interest rates and lower prices led to these favorable attitudes.

** For the first time in more than a year, a higher proportion of respondents in the June 1983 survey expected increases rather than declines in interest rates (29 versus 27 percent). Just three months earlier, in March 1983, more than twice as many families expected declines rather than increases in interest rates (41 versus 19 percent). Given the heightened dependence of buying attitudes on interest rates, actual increases in interest rates are likely to cause serious and immediate reversals in favorable buying attitudes.

* * *

Consumers remained very optimistic in the June 1983 survey about the outlook for their own financial sitution as well as for the economy in general. Following the rapid rise of more than 20 Index-points since January, the one month decline of just 1 Index-point does not represent a change in the underlying upward momentum. Even if the Index did not rise much above its current level, consumer spending in late 1983 and early 1984 can be expected current level, consumer spending in late 1983 and early 1984 can be expected to benefit from the very favorable attitudes already recorded.

Record Awareness of Improved Business Conditions

Favorable developments in economic conditions continue to dominate the news heard and recalled by consumers in the June 1983 survey. The June 1983 survey marked the fourth consecutive month which set a new record level of favorable perceptions of recent economic developments. More than twice as many favorable as unfavorable developments were reported in June 1983 (83 versus 31 percent), nearly the reverse of the negative balance recorded one year earlier (24 versus 87 percent). The improvement recorded since the start of 1983 has been due to favorable changes in employment/unemployment trends. Among all families, 31 percent mentioned instances where employment had increased, up from 28 percent in May and just 12 percent in January. In contrast, references to increases in unemployment fell to 21 percent in June 1983 from 43 percent at the start of the year. Among all families in the June 1983 survey, 64 percent reported that overall business conditions had improved during the past year, a new record level, up from just 16 percent in January.

Consumers remain very optimistic about the outlook for the economy during the year ahead. Among all families in the June 1983 survey, 49 percent expected business conditions to improve, down from the all-time peak of 55 percent recorded in May, but well above the 37 percent recorded one year earlier. Only 7 percent expected business conditions to worsen in the next year, just above the 6 percent recorded in May, and well below the 26 percent recorded a year earlier. The expected decline in unemployment has been the dominant factor associated with the improvement during the past year. Unemployment was expected to decline by 37 percent of all respondents in the June 1983 survey, down from 42 percent in May, but more than twice the 16 percent recorded one year earlier. The proportion of respondents that expected increases in unemployment was 15 percent in June 1983, up from 13 in May, but less than a third of the 48 percent recorded in June 1982.

Personal Finances Improve

For the third consecutive month, families in the June 1983 survey more frequently reported that their personal financial situation had improved rather than worsened during the past year (38 versus 28 percent). This represents the most favorable balance of opinion in more than five years. The recent improvement has been due to more frequent reports of income increases, which rose to 32 percent in June 1983, up from 29 percent in May and 27 percent in June 1982. Although reports of income declines fell to 19 percent in June from a high of 26 percent three months earlier, it remains above the 18 percent recorded in June 1982.

Consumers remained very optimistic about the outlook for their personal financial situation during the year ahead: four times as many families expected improvement rather than a worsening financial situation. Compared with a year earlier, in the June 1983 survey fewer families expected their incomes to decline (17 to 13 percent), and more frequently expected their family incomes to remain unchanged during the year ahead (21 to 28 percent).

1983 Tax Cut

In the June 1983 survey, respondents were asked whether they expected their monthly take-home income to change as a result of the tax legislation, repeating questions asked in earlier surveys (see Table A). Fewer respondents reported that they expected their incomes to increase in the June 1983 survey (22 percent) than in 1982 (28 percent) or in 1981 (46 percent). Among those families that expected increases in their take-home pay, the median monthly expected increase was $25 in June 1983, unchanged from the 1982 figure, and just half the amount expected in 1981.

When asked whether they plan to save or spend the increase in after-tax income, families more frequently reported spending plans in June 1983 (46 percent), than in 1982 (43 percent) or 1981 (25 percent). In contrast to 1982 when almost the entire increase in spending plans was related to meeting current needs and expenses, the increase in spending plans recorded in 1983 was concentrated in plans to make major new purchases such as household durables, vehicles, and home additions and repairs. Nonetheless, two-thirds of all spending plans remain relegated to meeting current needs and expenses. Compared with a year earlier, respondents somewhat more frequently expect to save the additional after-tax income (28, up from 25 percent), while somewhat fewer respondents reported that they expected to use the added income to repay debt (19, down from 23 percent).

Favorable Buying Attitudes

In the June 1983 survey, two-thirds of all American families rated buying conditions for houses favorably, the highest proportion ever recorded. The pace as well as the extent of improvement recorded during the past year has set new records. The proportion of families giving favorable evaluations of buying conditions for houses rose from the all-time low of 15 percent in July 1982 to the all-time high of 66 percent in June 1983. The major reasons given by consumers for this abrupt turnaround in house buying attitudes have been lower mortgage rates and lower housing prices. During the past year, complaints of high mortgage rates fell from 75 to 23 percent, while references to the availability of lower mortgage rates rose from 7 to 61 percent. Mentions of the availability of lower housing prices rose to 20 percent in June 1983 from 15 percent one year earlier, while references to high housing prices fell to 13 from 27 percent.

The last cyclical peak in favorable attitudes toward buying conditions for houses was recorded in May 1977, when 63 percent of all families rated house buying conditions favorably. At that time, the major reason given for favorable house buying attitudes involved buy-in-advance price rationales, reported by 47 percent of all families in the May 1977 survey. In sharp contrast, in the June 1983 survey, just 8 percent of all families mentioned buy-in-advance price rationales. In 1977, more families referred to high rather than low housing prices, while at the 1983 peak, low rather than high prices were more frequently mentioned. As shown in the table below, just as favorable house buying attitudes in 1977 were dominated by buy-in-advance price rationales, favorable house buying attitudes in 1983 were dominated by the appeal of lower mortgage rates.

The proportion of American families holding favorable attitudes towards buying conditions for cars was 63 percent in June 1983, just below the all-time record of 66 percent recorded in both April and May 1983. The primary reason for favorable car buying attitudes has been the availability of lower interest rates, mentioned by 40 percent of all respondents for the third consecutive month, while complaints of high interest rates fell to just 6 percent in the June 1983 survey. Compared with a year earlier, mentions of lower prices and rebates fell from 32 to 23 percent, but references to high car prices fell by a greater amount, from 33 to 20 percent, providing a small

	Houses		Cars	
	May 1977	June 1983	March 1978	June 1983
Proportion Holding Favorable Attitudes	63%	66%	55%	63%
Selected Reasons:				
Low prices	4	20	12	23
High prices	22	13	20	20
Low interest	12	61	2	40
High interest	10	23	2	6
Buy-in-advance	47	8	34	11

net positive impact. Following the extensive rise during recent months in favorable attitudes toward market conditions for cars, the June 1983 survey recorded a significant increase in the formation of specific car purchase intentions. Among all families, 22 percent said they intended to purchase a car during the upcoming year in the June 1983 survey, the highest level recorded since February 1977. The expected timing of these intended purchases is concentrated in the fourth quarter of 1983.

Interest Rate Expectations Edge Upward

For the first time in more than a year, the June 1983 survey recorded a higher proportion of respondents that expected increases rather than declines in interest rates. Declines in interest rates during the year ahead were expected by 27 percent of all families in June 1983, down from 31 percent one month earlier, and 41 percent three months earlier. Increases in interest rates were expected by 29 percent in June 1983, up from 20 percent in May. Despite these recent declines, interest rate expectations remain at relatively favorable levels.

The heightened dependence of buying attitudes on interest rates will continue to shape subsequent developments in buying attitudes. Further declines in interest rates will continue to support favorable buying attitudes, while increases in interest rates are likely to cause serious and immediate reversals in favorable buying attitudes. Even if interest rates were to stabilize at current levels, their favorable impact on buying attitudes would gradually recede over time as people became accustomed to the prevailing rates.

TABLE A

EXPECTED CHANGE IN MONTHLY TAKE-HOME PAY IF PERSONAL INCOME TAX REDUCTIONS ARE ADOPTED

Expect Take-home Pay to...	1981	1982	1983
Increase	46%	28%	22%
Stay the same	40	55	57
Decrease	2	5	6
Does not pay taxes	6	7	11
Don't know	2	2	3
Not ascertained	4	3	1
Total	100%	100%	100%
Cases	1224	2770	714
Expect Increase in Monthly Take-home Pay			
Median	$50	$24	$25
Planned Use of Increase in Take-home Pay			
Spend	25%	43%	46%
New purchases	8	8	15
Current expenses	17	35	31
Repay debt	21	23	19
Save, invest	41	25	28
Both spend and save	4	4	6
Don't know, not ascertained	9	5	1
Total	100%	100%	100%
Amount of Difference that Added Income Makes			
Considerable difference	NA	5%	9%
Small difference		39	44
Practically none		49	42
Don't know, not ascertained		7	5
Total		100%	100%

The questions were: April-May 1981: "If the personal income tax reductions were actually passed, would you expect your monthly take-home pay to increase, stay the same, or what?" IF INCREASE: "About how much more money would you expect to take home each month?" "What do you think you would do with this money--spend it, save it, invest it, repay debts, use it for a down-payment on something, or what?"

July-October 1982, June 1983: "As a result of the [YEAR] federal tax cut, would you expect your monthly take-home pay to increase, stay the same, or what?" IF INCREASE: "About how much money would you expect to take home each month?" "What do you think you would do with this money--spend it, save it, invest it, repay debts, use it for a down-payment on something, or what?" "Does the amount of extra income you get from the tax cut make a considerable difference to you, or only a small difference, or practically none?"

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SURVEYS OF CONSUMER ATTITUDES

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

JUNE 1983

The June 1983 survey is the 177th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

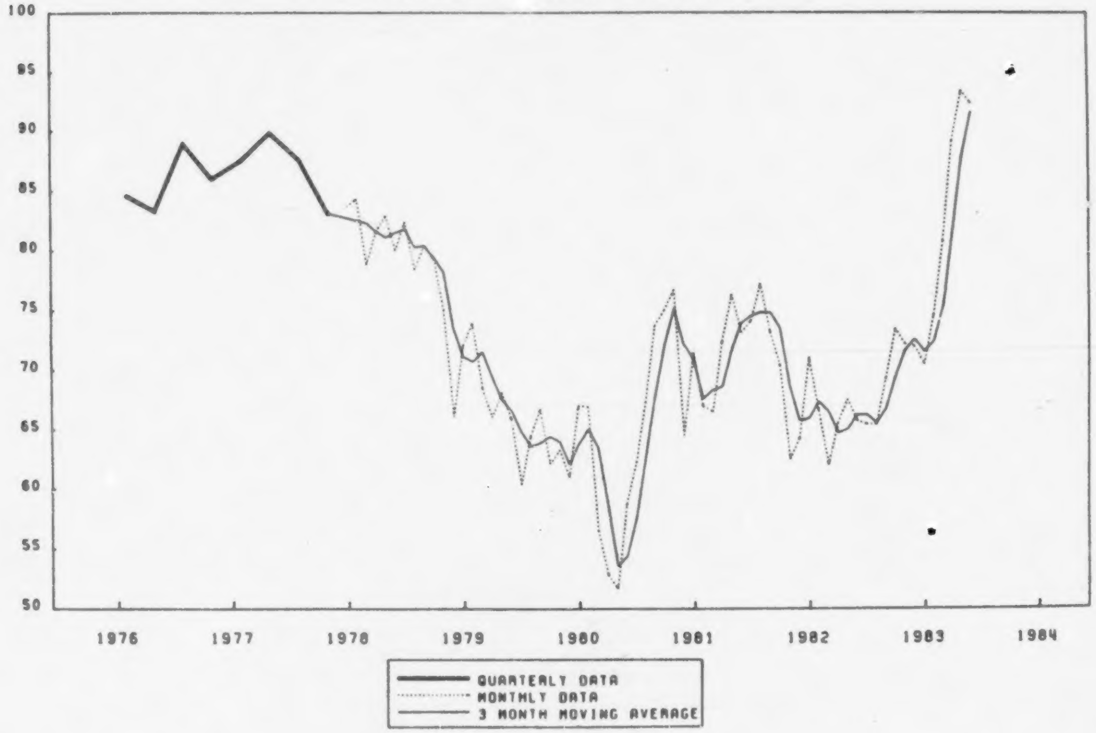

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

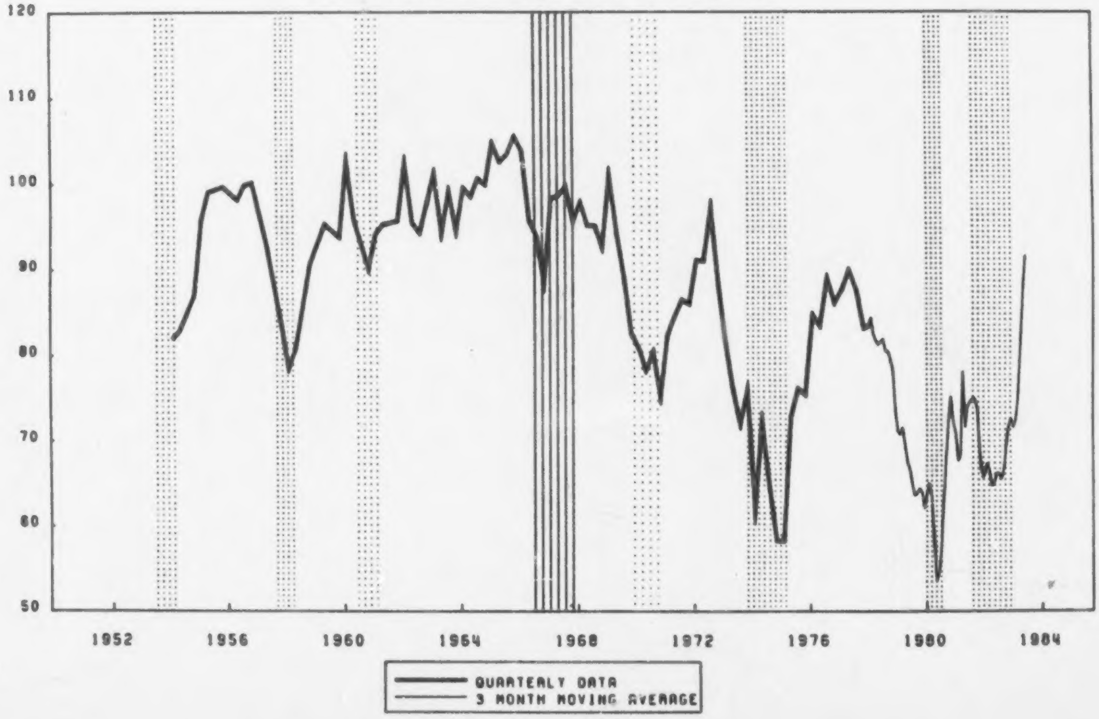

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
June 1980	58.7	61.6	63.7
July 1980	62.3	67.6	67.3
August 1980	67.3	70.9	74.2
September 1980	73.7	78.1	78.5
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8
February 1983	74.6	79.9	81.3
March 1983	80.8	88.4	88.9
April 1983	89.1	97.1	99.0
May 1983	93.3	99.6	101.0
June 1983	92.2	101.2	102.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

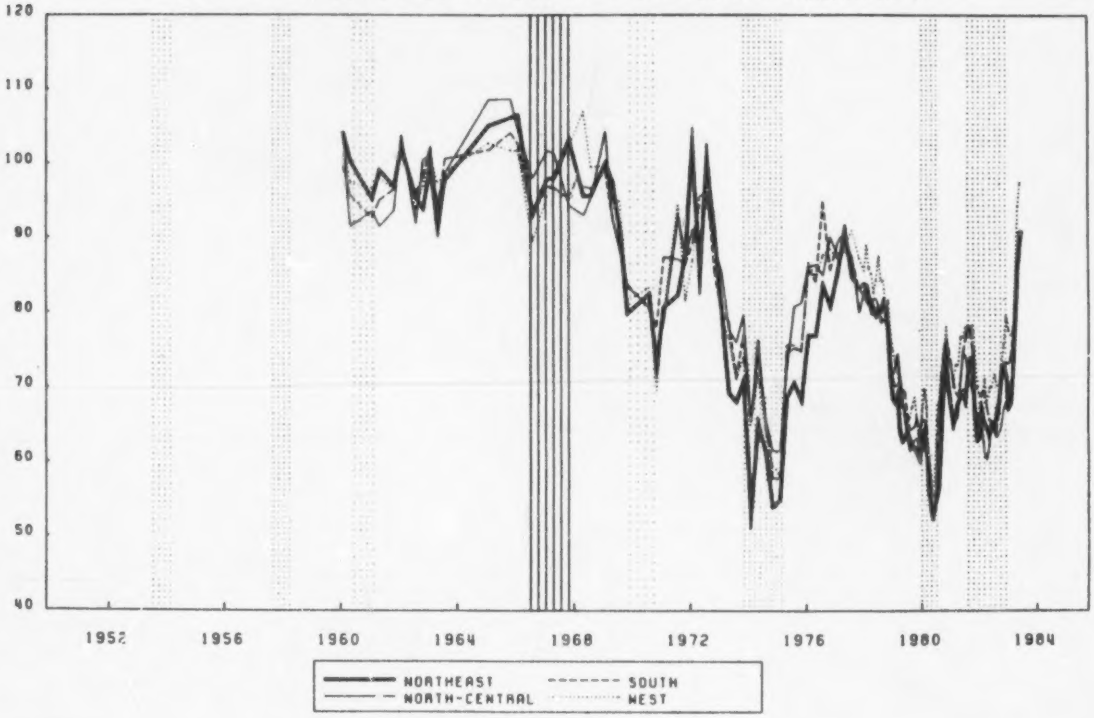

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

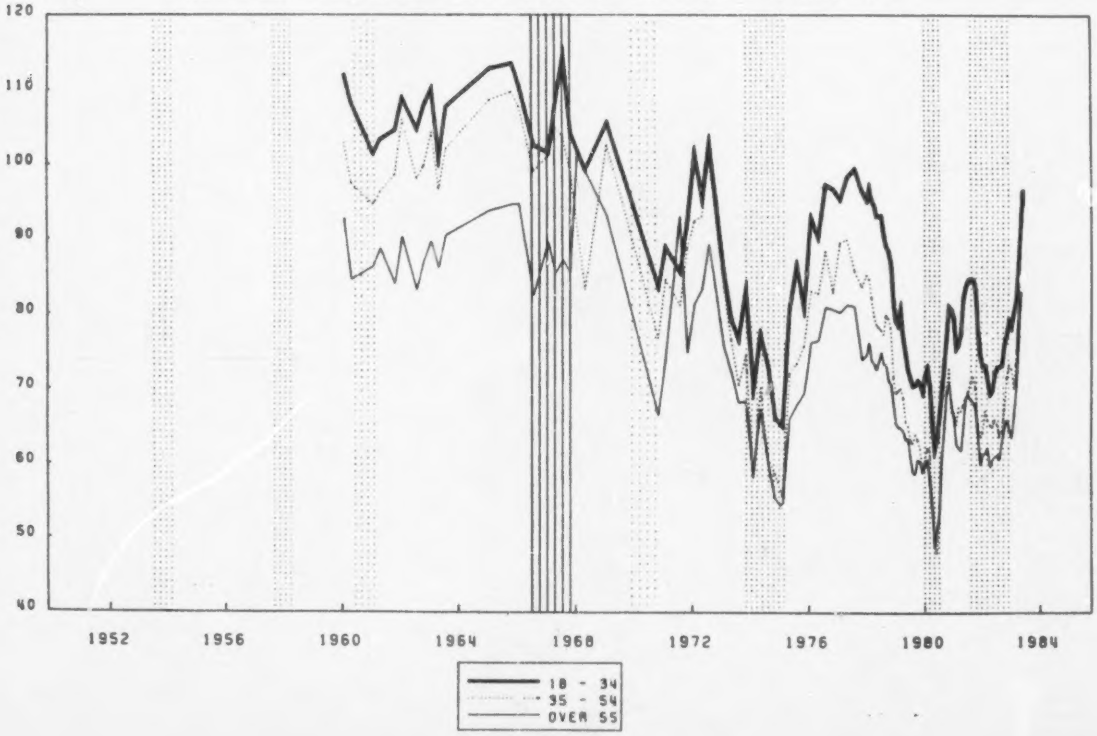

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
June 1980	54.4	58.0	56.4	67.3	65.9	53.5	58.1
July 1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August 1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	56.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December 1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January 1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February 1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March 1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April 1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

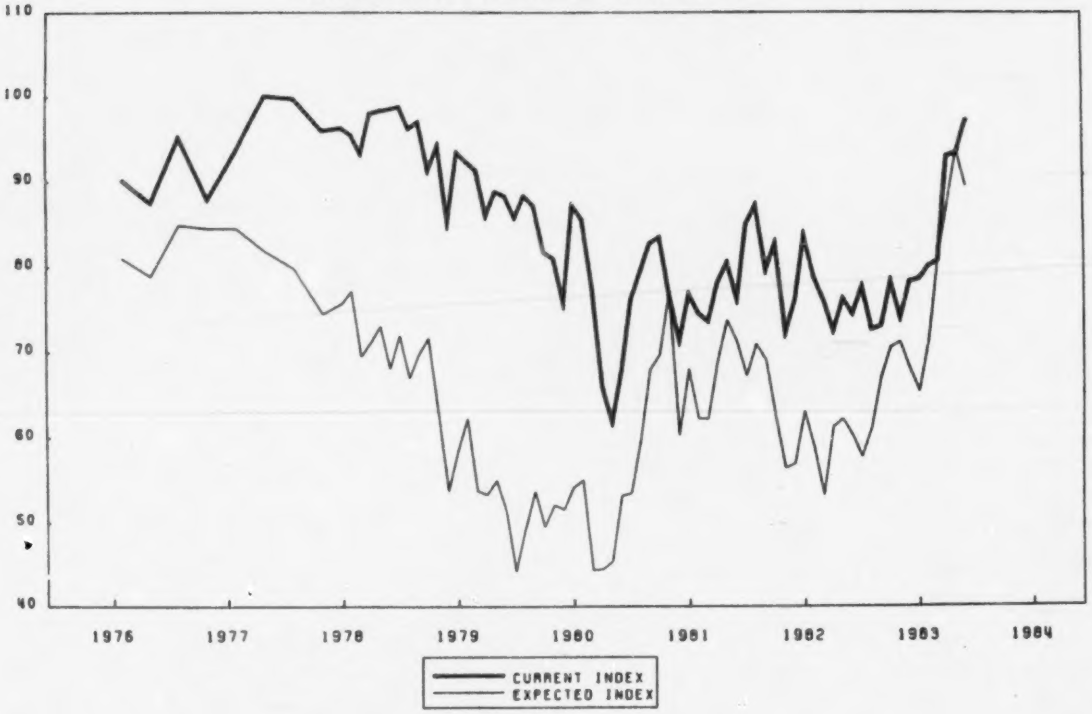

CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

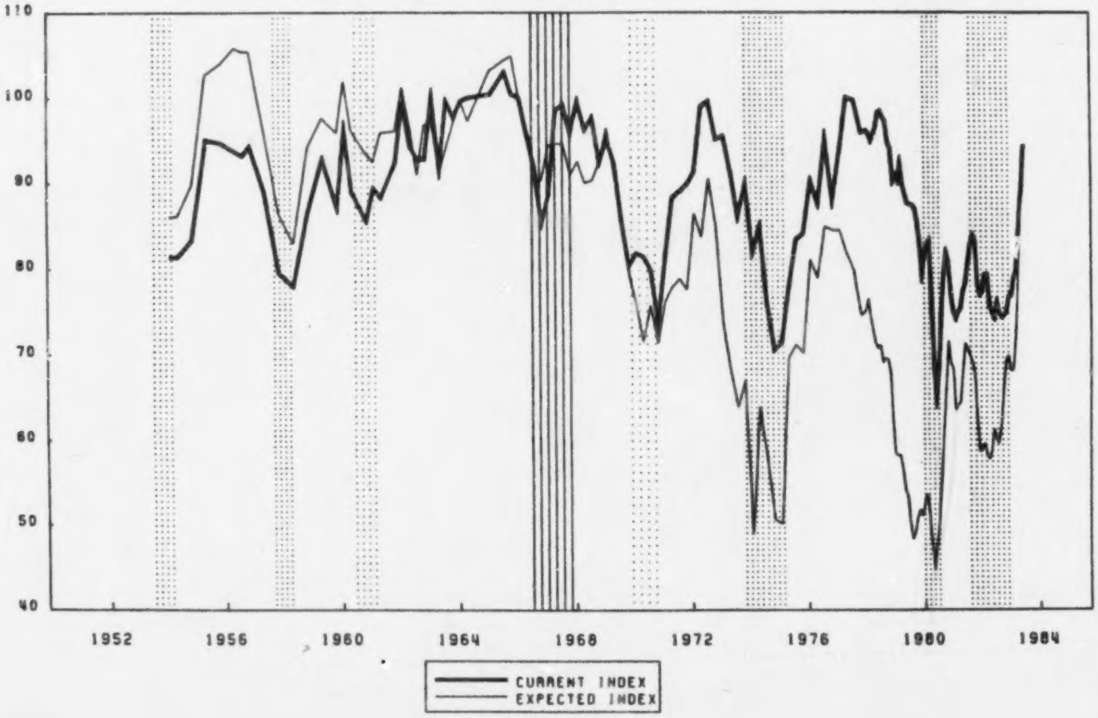

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

		INDEX COMPONENTS +						
		Personal finances		Business conditions				
		Current	Expected	12 months	5 years	Buying conds.	Current Index	Expected Index
DATE OF SURVEY		(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
June	1980	78	101	43	63	93	67.4	53.0
July	1980	90	105	45	58	104	76.1	53.4
August	1980	93	111	63	60	109	79.4	59.6
September	1980	91	117	83	69	121	82.7	67.9
October	1980	90	108	84	83	123	83.4	69.6
November	1980	83	118	94	93	112	76.4	76.9
December	1980	77	100	64	73	104	71.2	60.2
January	1981	80	109	78	81	116	76.7	67.9
February	1981	80	106	64	73	109	74.4	62.1
March	1981	86	104	68	72	101	73.5	62.1
April	1981	79	111	83	78	121	78.1	68.8
May	1981	95	118	92	81	111	80.4	73.6
June	1981	89	113	91	78	104	76.1	71.2
July	1981	99	114	81	70	118	84.9	67.1
August	1981	100	117	92	72	123	87.1	70.8
September	1981	94	113	80	80	109	79.5	69.0
October	1981	95	110	68	67	117	82.7	62.3
November	1981	85	110	54	56	99	72.1	56.3
December	1981	94	110	54	61	101	75.9	56.8
January	1982	92	115	66	70	124	83.5	62.9
February	1982	91	112	56	65	111	78.6	58.7
March	1982	89	106	44	60	106	75.9	53.1
April	1982	87	111	62	70	99	72.3	61.1
May	1982	94	113	62	72	102	76.1	62.0
June	1982	92	116	58	65	99	74.3	60.1
July	1982	90	113	53	63	110	77.5	57.6
August	1982	89	110	64	69	97	72.5	60.9
September	1982	89	116	76	74	98	72.9	66.9
October	1982	95	119	79	83	106	78.1	70.4
November	1982	85	121	77	86	105	73.8	71.0
December	1982	90	117	74	80	111	78.1	67.9
January	1983	91	115	76	69	111	78.4	65.2
February	1983	89	117	87	81	117	79.9	71.2
March	1983	92	126	113	85	115	80.5	80.9
April	1983	108	131	120	99	131	92.7	86.9
May	1983	101	137	139	100	139	93.1	93.4
June	1983	110	128	134	97	141	96.9	89.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

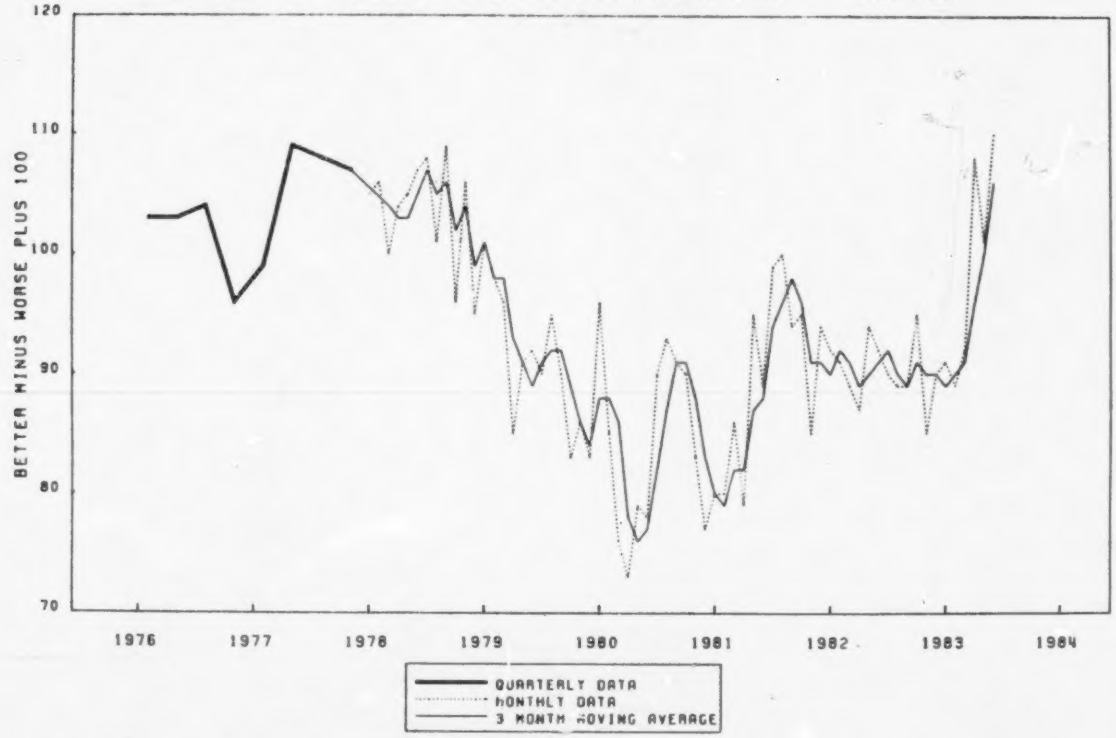

CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

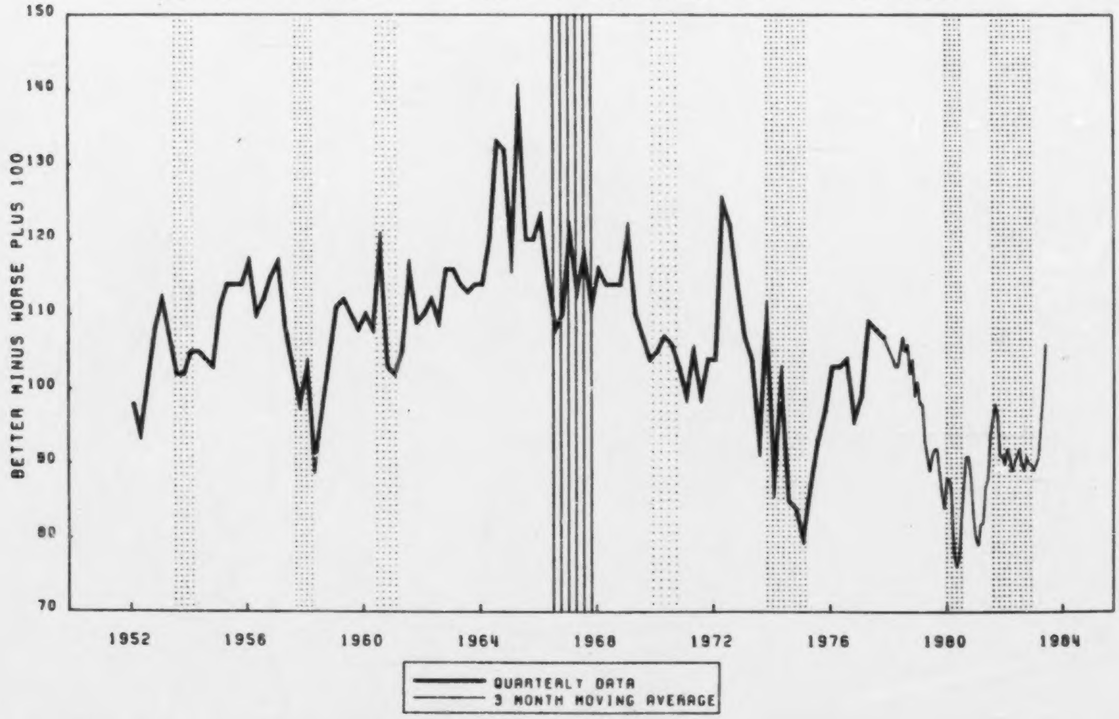

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF	30%	31%	29%	31%	34%	31%	28%	29%	30%	31%	39%	34%	38%
SAME	32	28	30	27	27	23	34	33	29	30	30	33	33
WORSE OFF	38	41	40	42	39	46	38	38	41	39	31	33	28
DK,NA	*	*	1	*	*	*	*	*	*	*	*	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

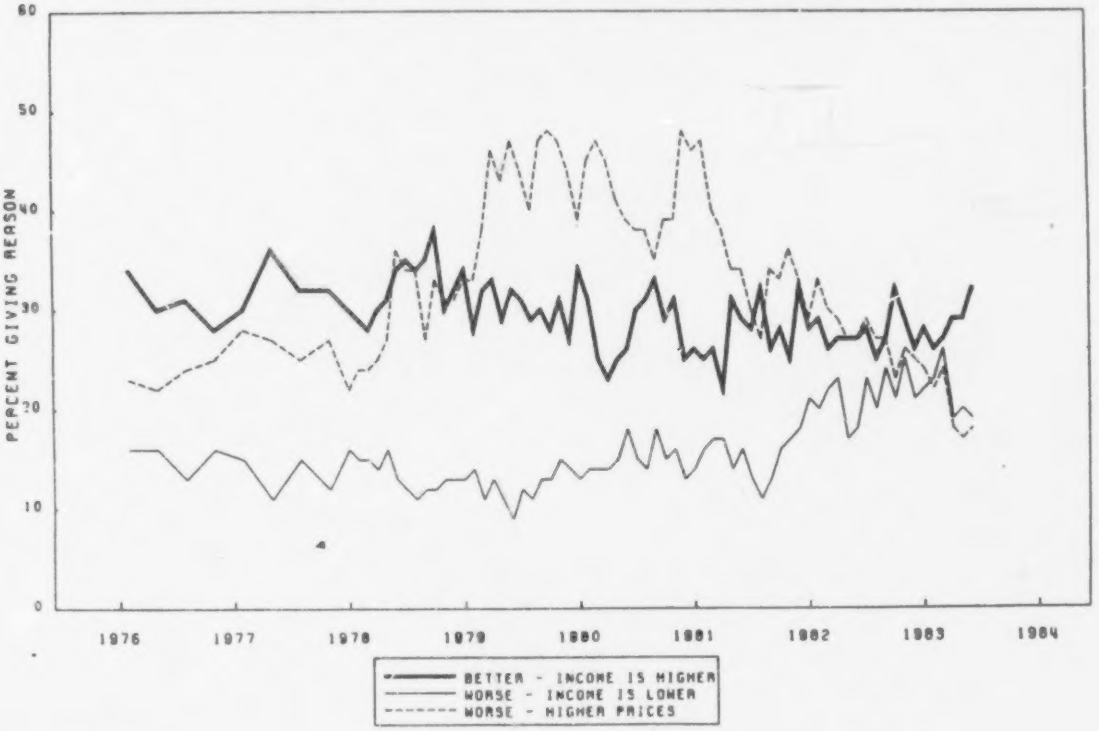

CHART 5 - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

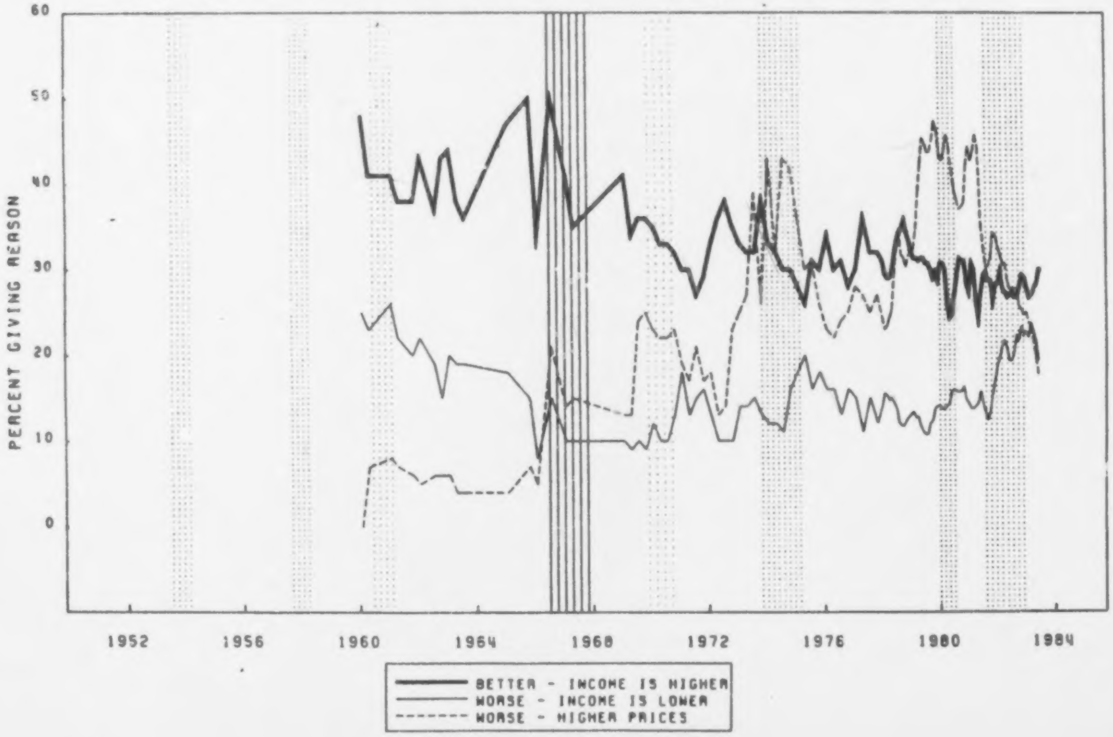

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	27%	28%	25%	27%	32%	29%	26%	28%	26%	27%	29%	29%	32%
WORSE OFF THAN YEAR AGO:													
Income is lower	18	23	20	24	21	25	21	22	23	26	19	20	19
Higher prices	27	29	27	27	23	26	25	24	22	24	18	17	18

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

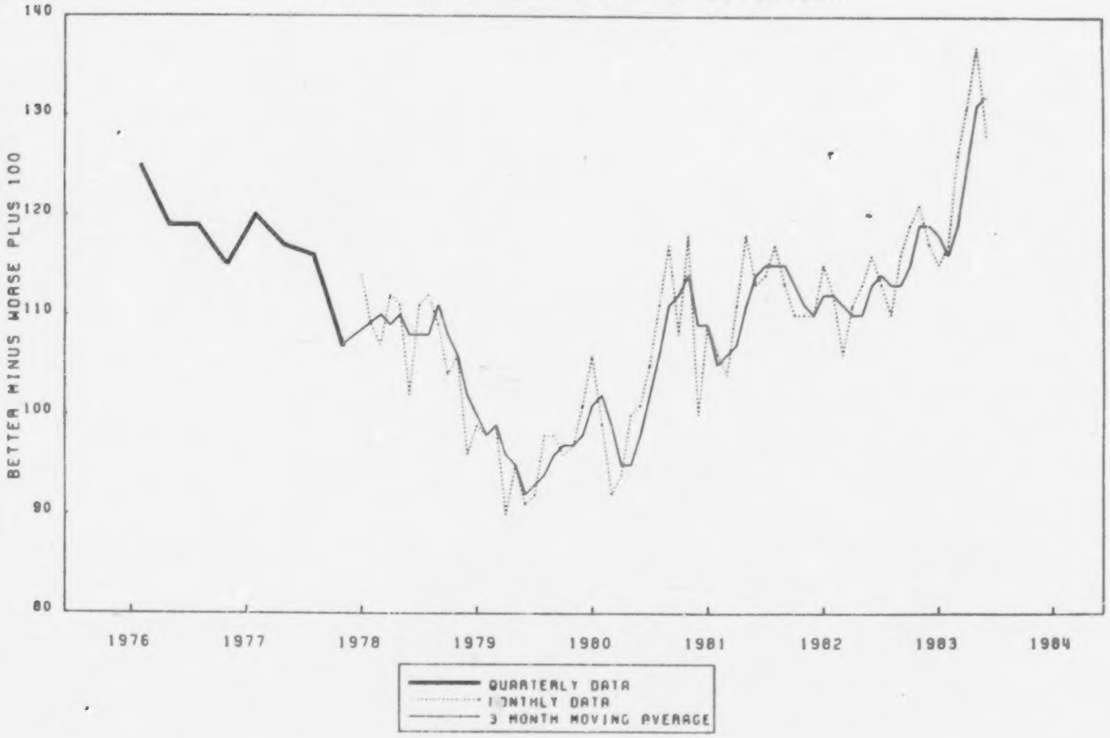

CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

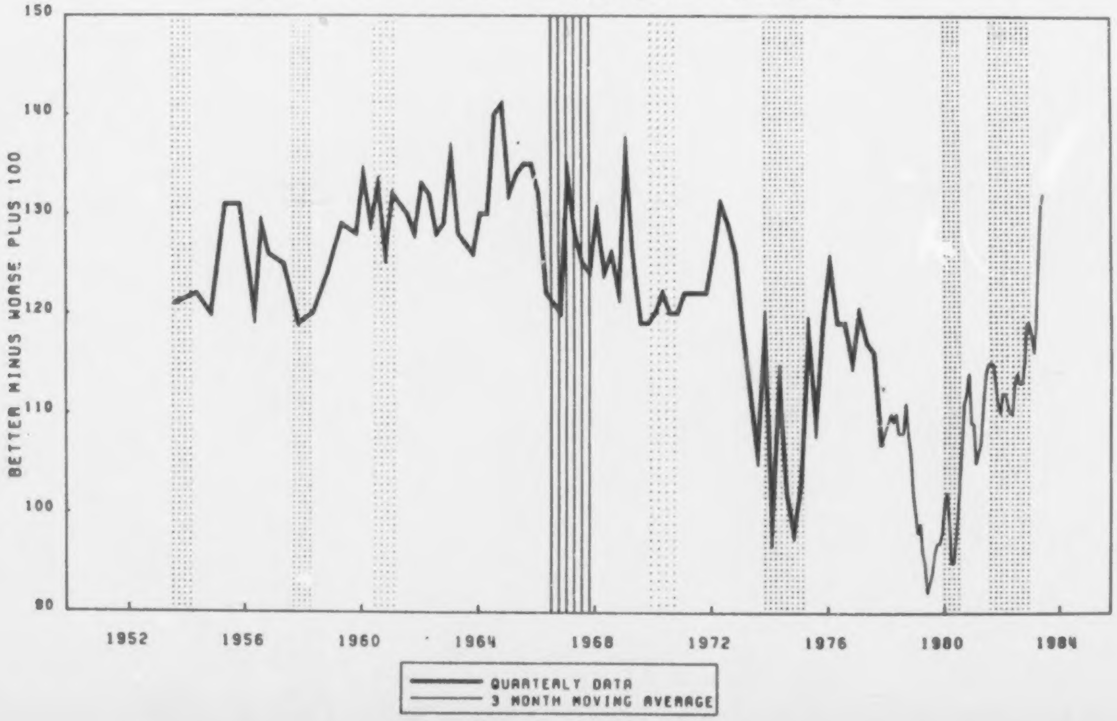

TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER OFF	34%	30%	30%	33%	35%	37%	34%	34%	33%	39%	40%	43%	37%
SAME	45	49	46	48	45	43	46	44	47	46	47	47	52
WORSE OFF	18	17	20	17	16	16	17	19	16	13	9	6	9
DK,NA	3	4	4	2	4	4	3	3	4	2	4	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

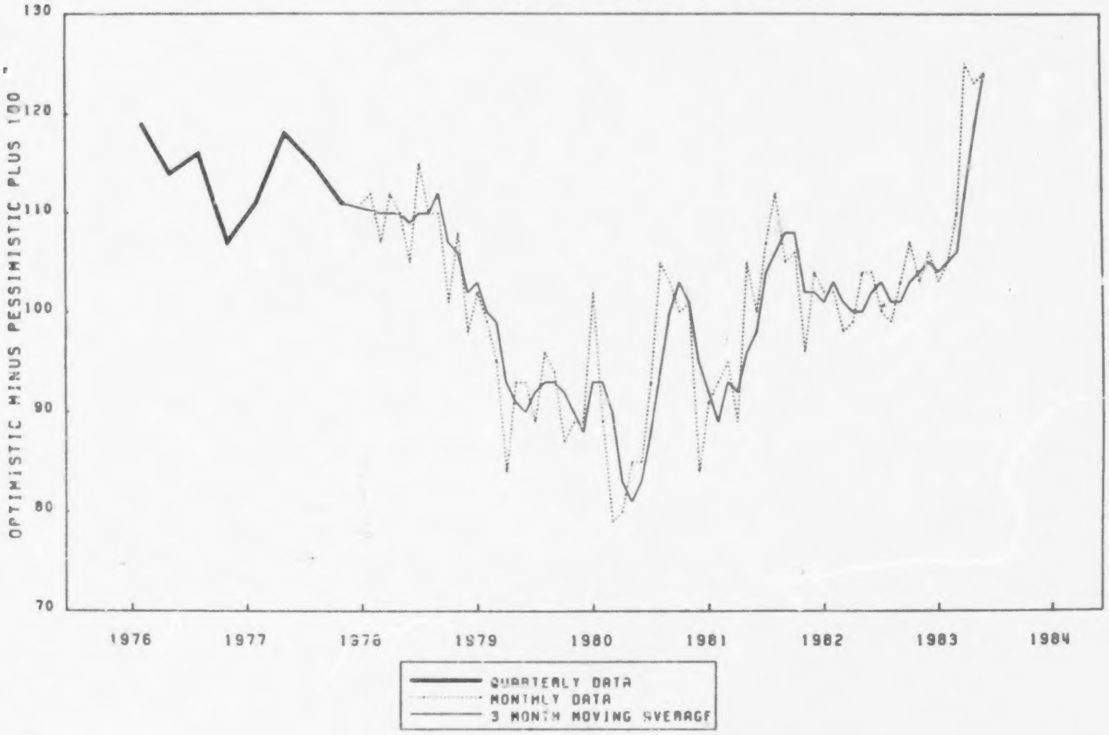

CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

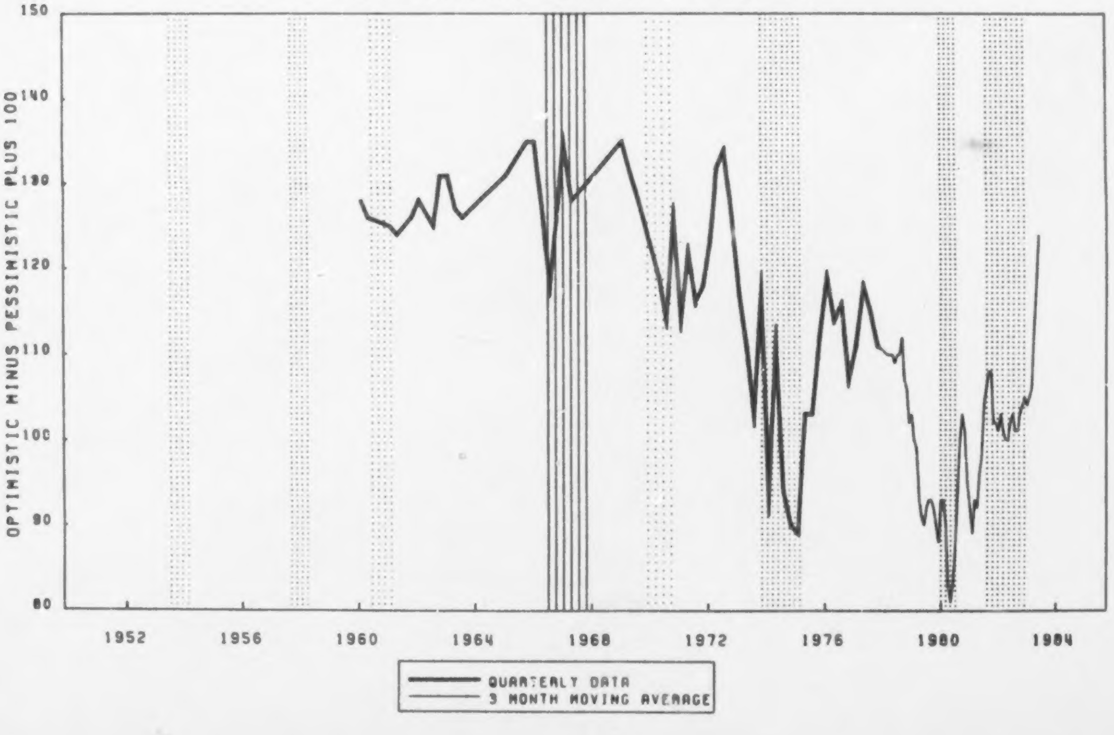

TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	14%	15%	15%	15%	18%	16%	14%	15%	13%	16%	19%	18%	19%
Intermittent increase (b)	22	19	18	21	20	19	22	20	22	22	26	25	26
Remain unchanged (c)	16	17	18	16	14	12	18	16	16	16	18	18	20
Intermittent decline (d)	23	23	21	22	21	22	18	21	20	21	15	18	17
Continuous decline (e)	9	11	13	11	10	10	12	11	10	7	5	2	4
Mixed change (f)	13	11	11	12	12	18	13	13	14	16	13	15	11
DK,NA	3	4	4	3	5	3	3	4	5	2	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

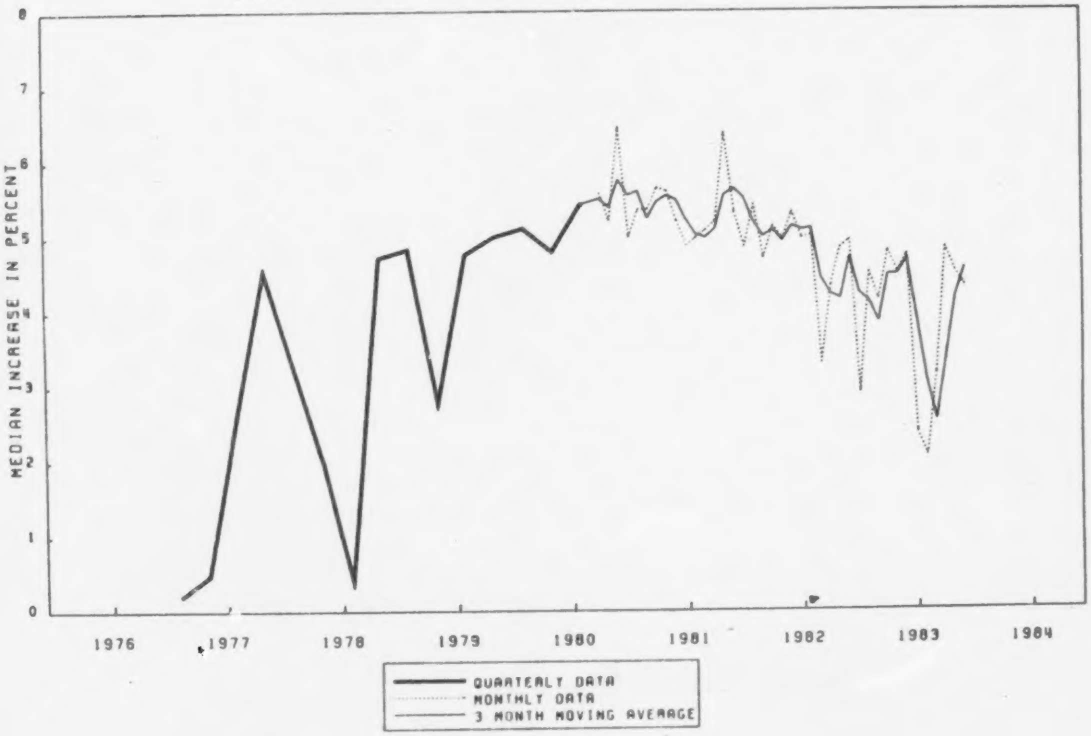

TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
EXPECT INCREASE:													
1-4%	6%	9%	8%	6%	7%	6%	6%	11%	7%	7%	9%	8%	8%
5%	11	8	7	9	9	9	10	9	9	10	12	9	11
6-9%	13	10	12	9	11	7	9	8	8	10	12	8	11
10-24%	20	17	18	21	18	19	22	13	16	16	19	20	16
25% or more	7	6	7	7	8	9	7	7	8	7	7	9	8
DK how much up	4	6	6	4	7	6	4	6	4	5	4	5	4
EXPECT SAME	21	27	24	30	23	27	24	28	30	26	25	26	28
EXPECT DOWN	17	16	15	13	14	14	17	17	16	17	10	14	13
DK,NA	1	1	3	1	3	3	1	1	2	2	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

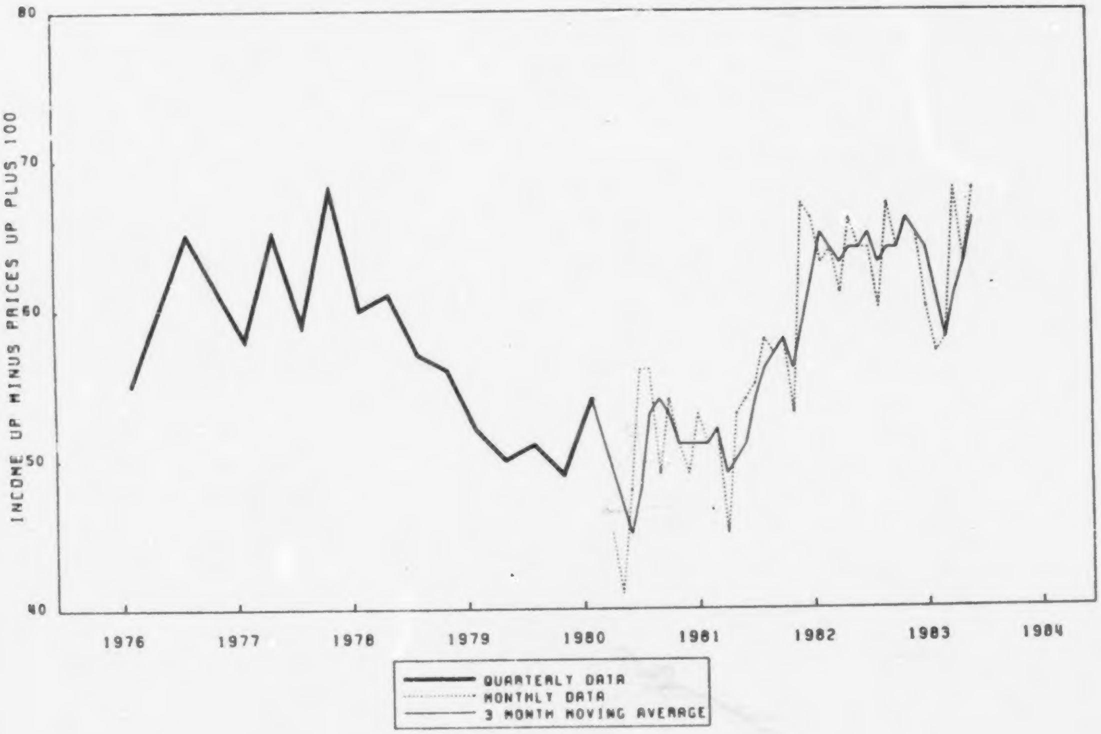

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
INCOME UP MORE	16%	17%	14%	17%	18%	16%	14%	14%	14%	16%	17%	16%	17%
INCOME UP SAME	31	29	30	32	27	33	35	30	27	25	32	30	32
PRICES UP MORE	52	53	54	50	54	50	49	54	57	58	49	53	49
DK,NA	1	1	2	1	1	1	2	2	2	1	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

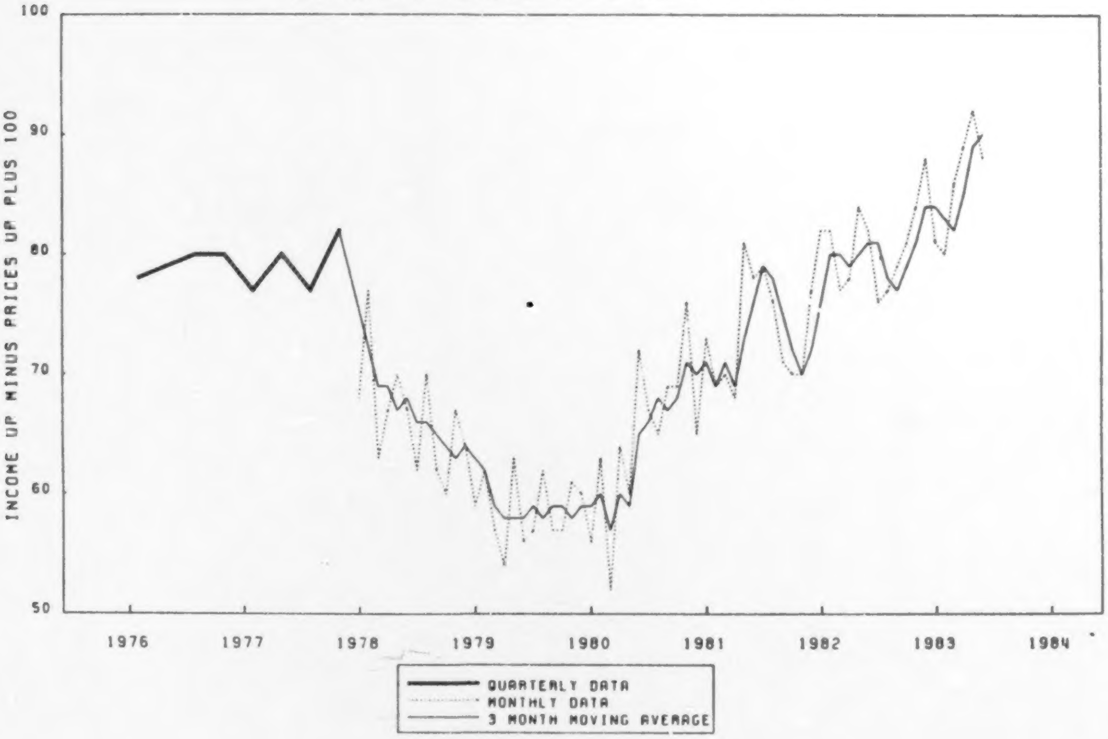

TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
INCOME UP MORE	18%	16%	17%	20%	18%	19%	21%	19%	16%	21%	19%	24%	20%
INCOME UP SAME	43	41	40	37	42	42	44	40	44	41	46	42	46
PRICES UP MORE	36	40	40	41	37	35	33	38	36	35	30	32	32
DK,NA	3	3	3	2	3	4	2	3	4	3	5	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

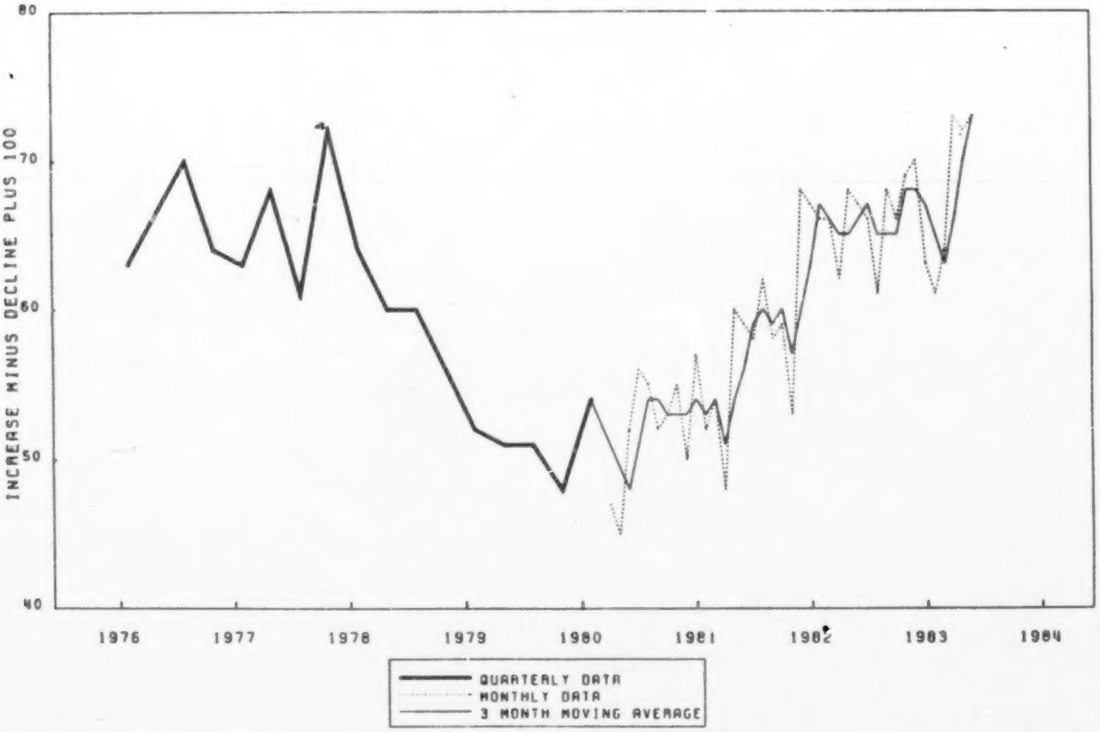

TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	8%	8%	9%	9%	9%	8%	8%	8%	10%	9%	10%	9%
Intermittent increase (b)	11	11	8	12	10	10	11	9	8	8	11	10	12
Remain unchanged (c)	19	19	19	18	17	19	21	18	17	15	21	19	21
Intermittent decline (d)	24	21	23	21	23	25	25	24	27	27	23	23	23
Continuous decline (e)	28	32	32	32	30	25	24	30	28	27	24	25	25
Mixed change (f)	7	5	6	5	8	7	7	7	7	9	7	11	7
DK,NA	3	4	4	3	3	5	4	4	5	4	5	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

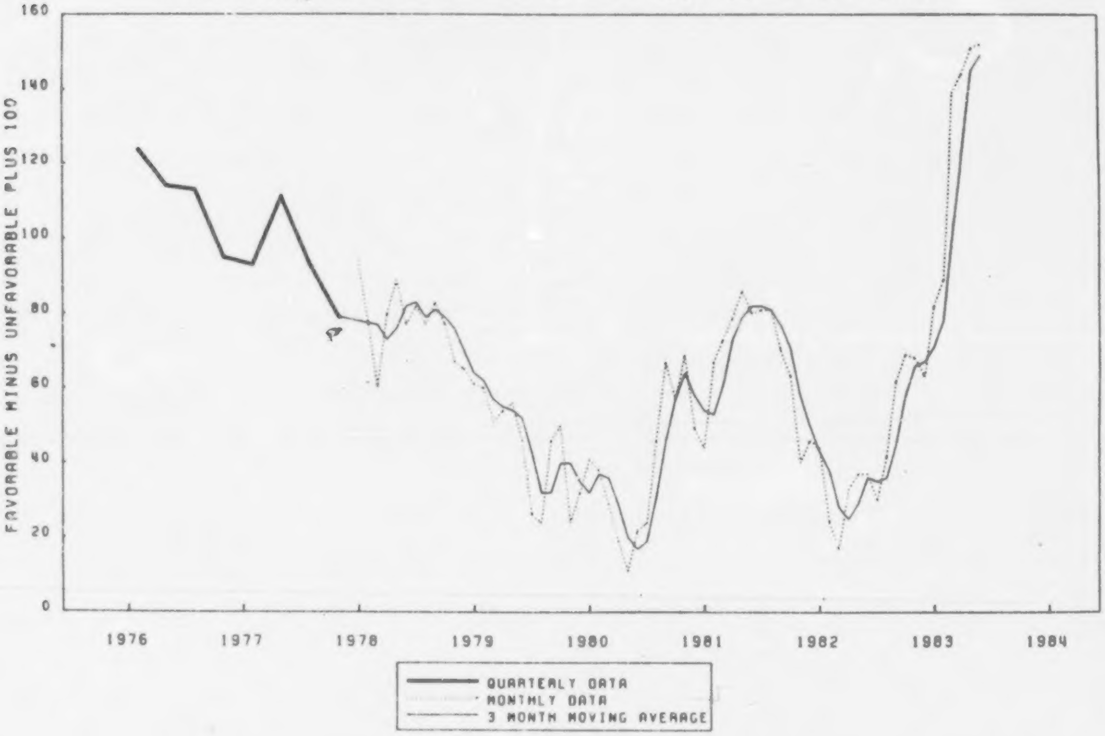

CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

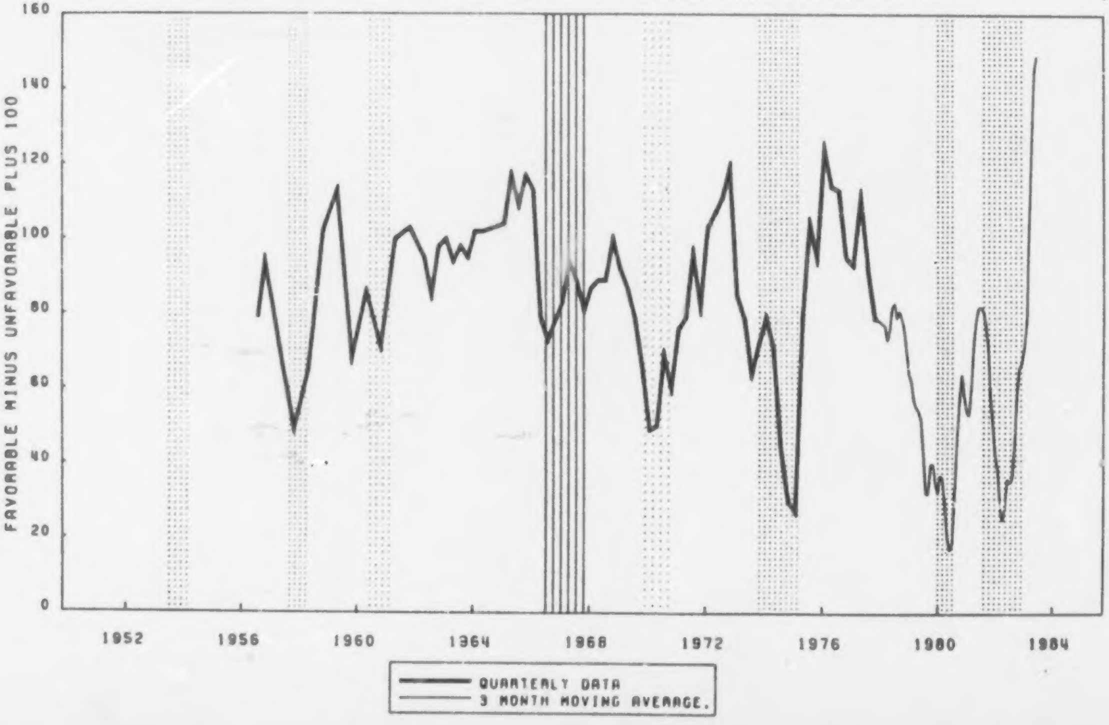

TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE NEWS	24%	20%	28%	40%	39%	40%	39%	47%	49%	79%	76%	80%	83%
UNFAVORABLE NEWS	87	90	86	78	70	72	76	65	60	40	32	29	31
NO MENTIONS	31	31	26	26	29	29	27	28	32	28	32	31	27

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

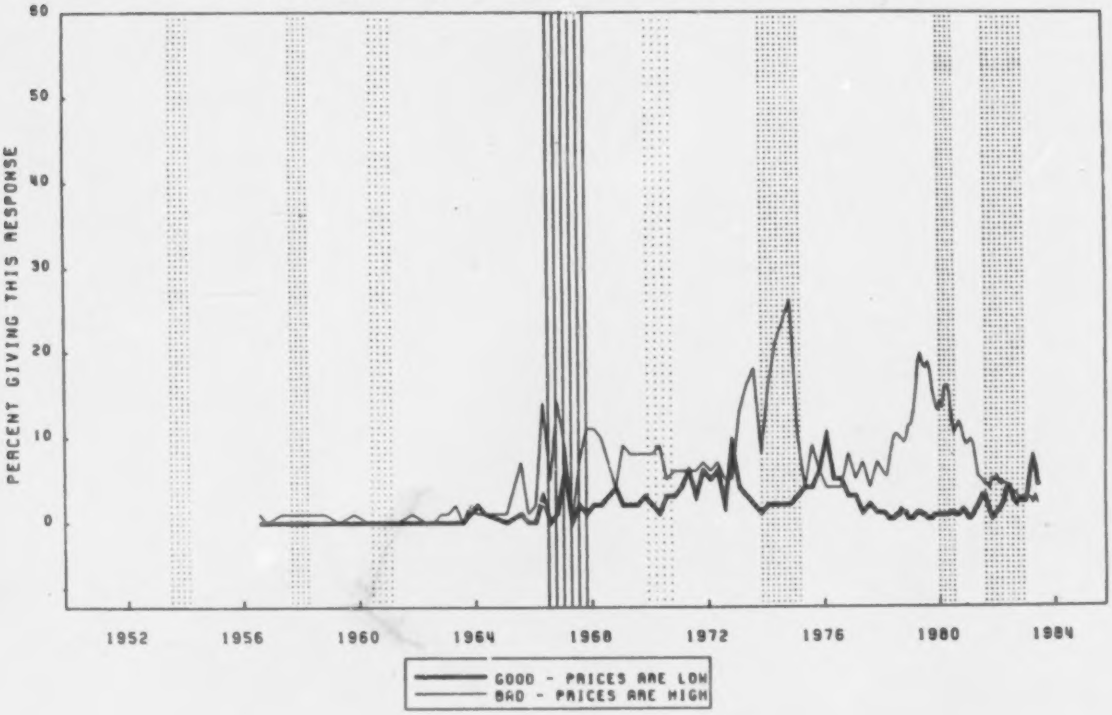

CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

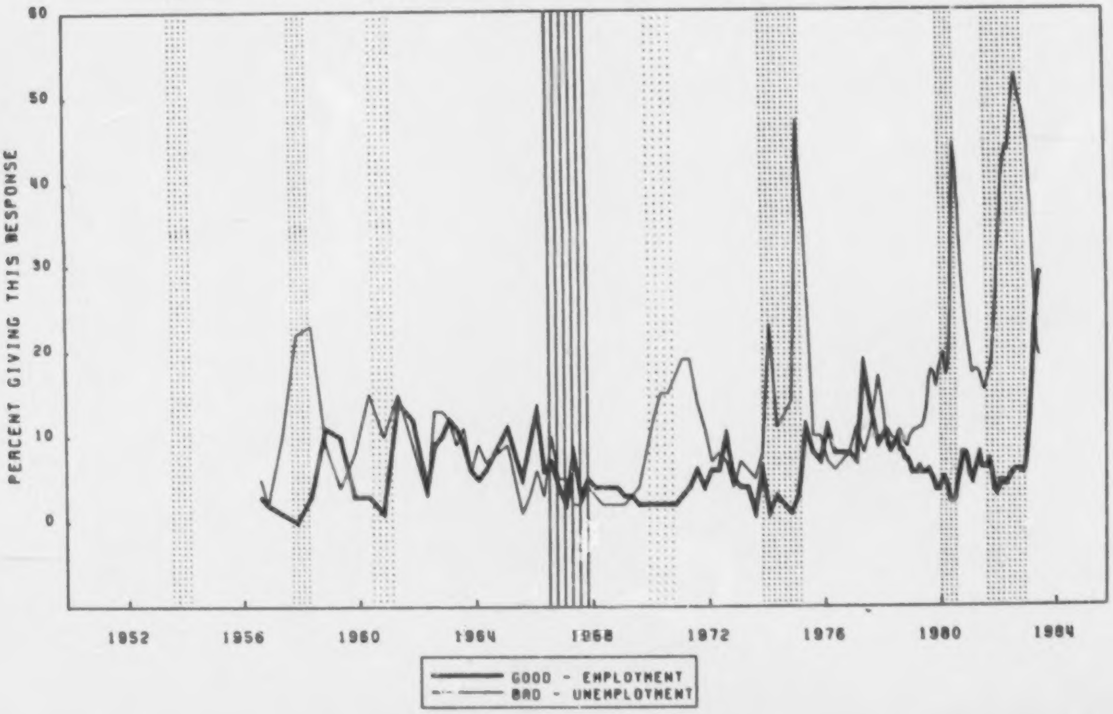

TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE NEWS:													
Government; elections	2%	2%	1%	3%	1%	2%	2%	3%	2%	2%	2%	1%	1%
Employment	6	5	7	6	5	6	7	12	17	22	29	28	31
Consumer demand high	3	2	3	1	2	2	3	4	6	8	8	11	12
Prices are low	3	2	2	2	3	2	2	3	6	9	7	3	3
Credit is easy	2	3	9	17	17	18	15	15	9	17	15	16	17
UNFAVORABLE NEWS:													
Government; elections	4	4	4	4	3	2	3	3	4	2	3	3	2
Unemployment	44	52	53	52	48	47	49	43	39	24	20	17	21
Consumer demand low	9	8	6	5	5	7	8	5	3	3	3	2	2
Prices are high	4	3	3	4	1	3	2	3	3	2	1	3	2
Credit is tight	8	9	6	3	3	1	1	2	1	*	1	1	1
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

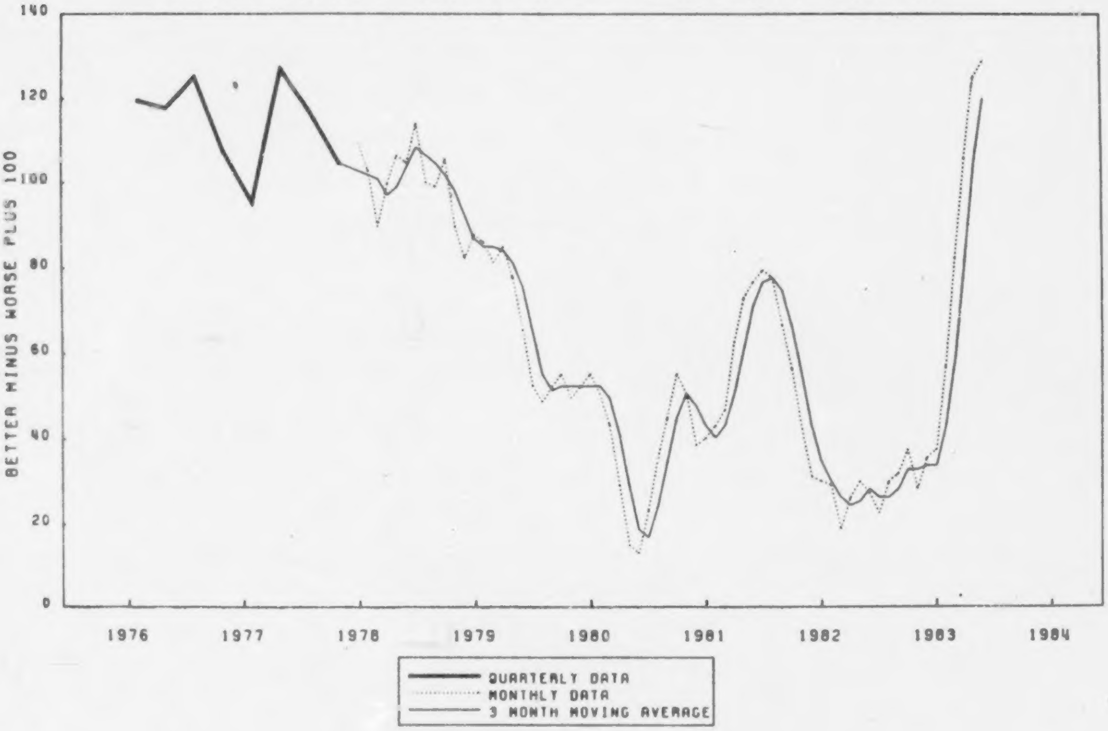

CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

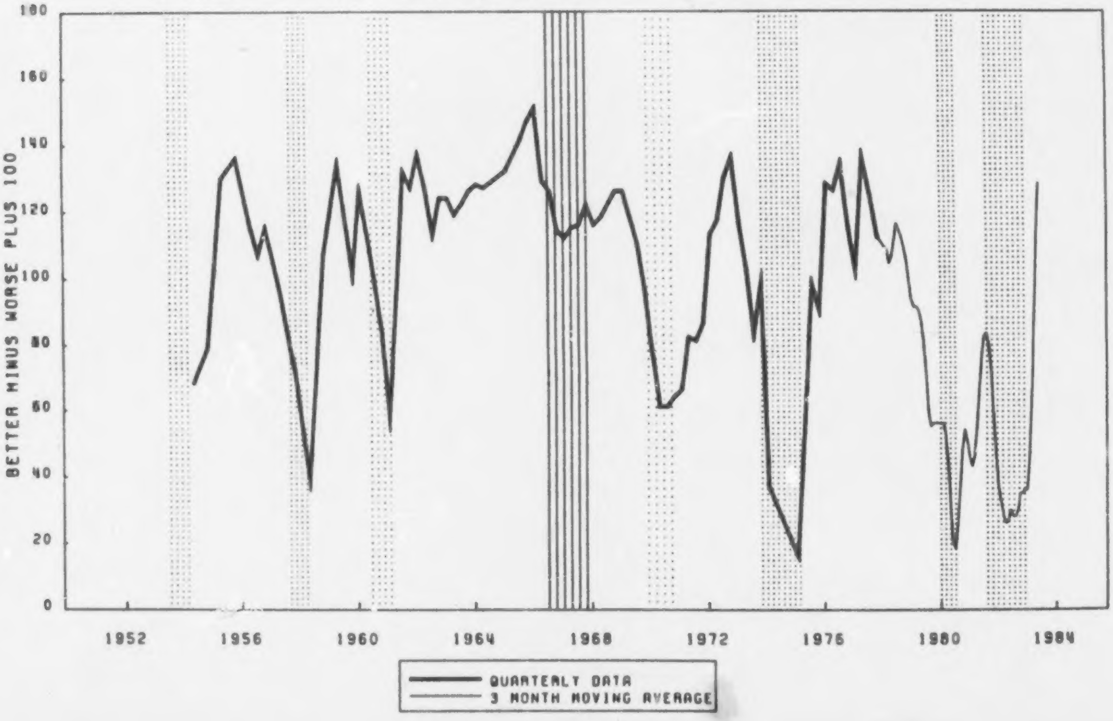

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER NOW	11%	7%	12%	13%	15%	12%	14%	16%	26%	39%	51%	62%	64%
SAME	6	8	6	8	9	5	9	8	8	10	10	10	9
WORSE NOW	82	83	80	79	75	82	76	76	65	51	38	28	26
DK,NA	1	2	2	*	1	1	1	*	1	*	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

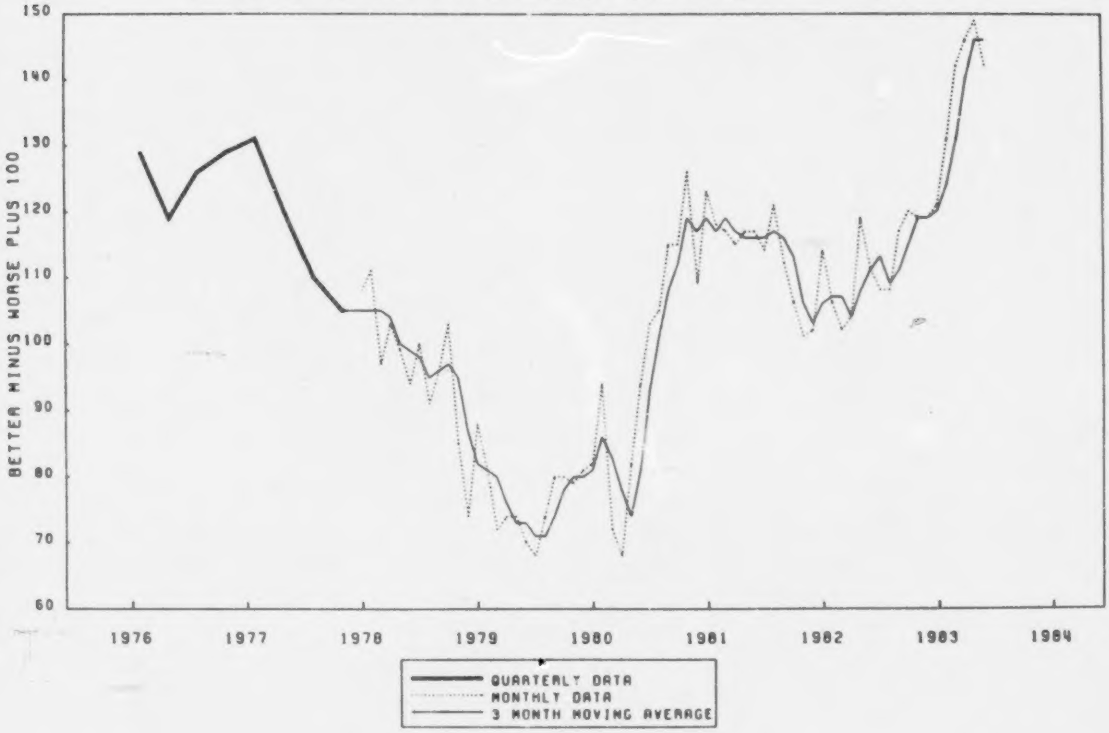

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

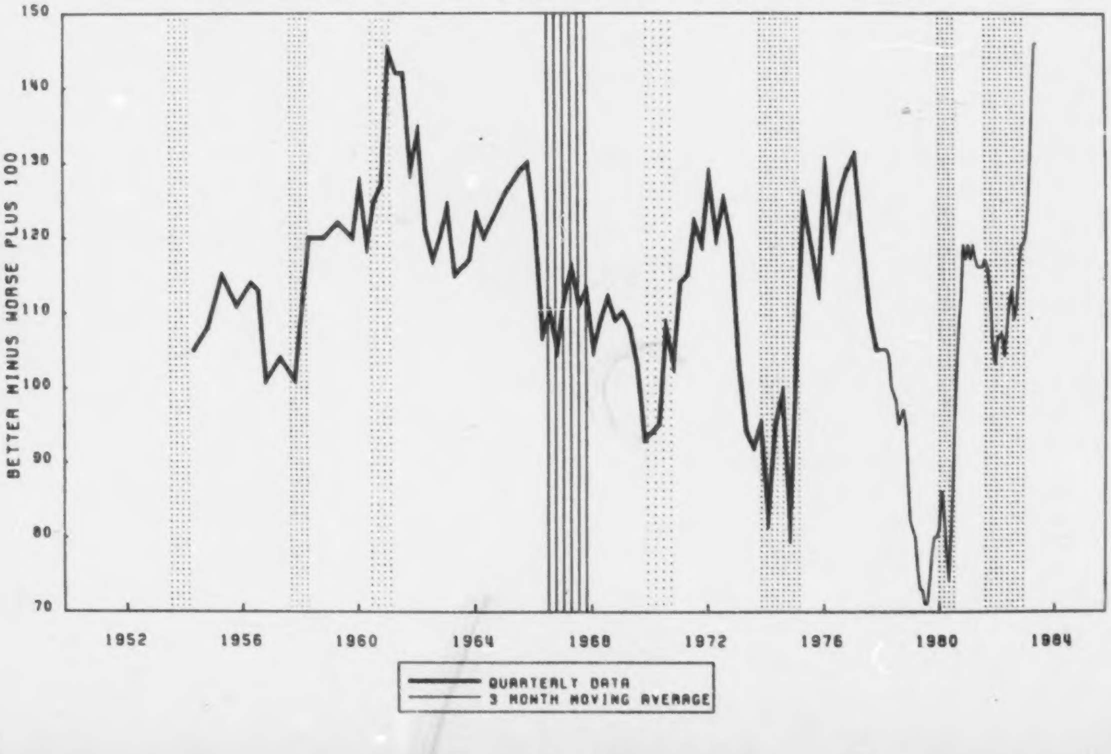

CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
BETTER	37%	33%	31%	36%	40%	38%	39%	38%	45%	51%	53%	55%	49%
SAME	34	41	43	43	36	41	41	43	40	39	38	38	42
WORSE	26	25	23	19	20	19	20	17	14	9	7	6	7
DK,NA	3	1	3	2	4	2	*	2	1	1	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

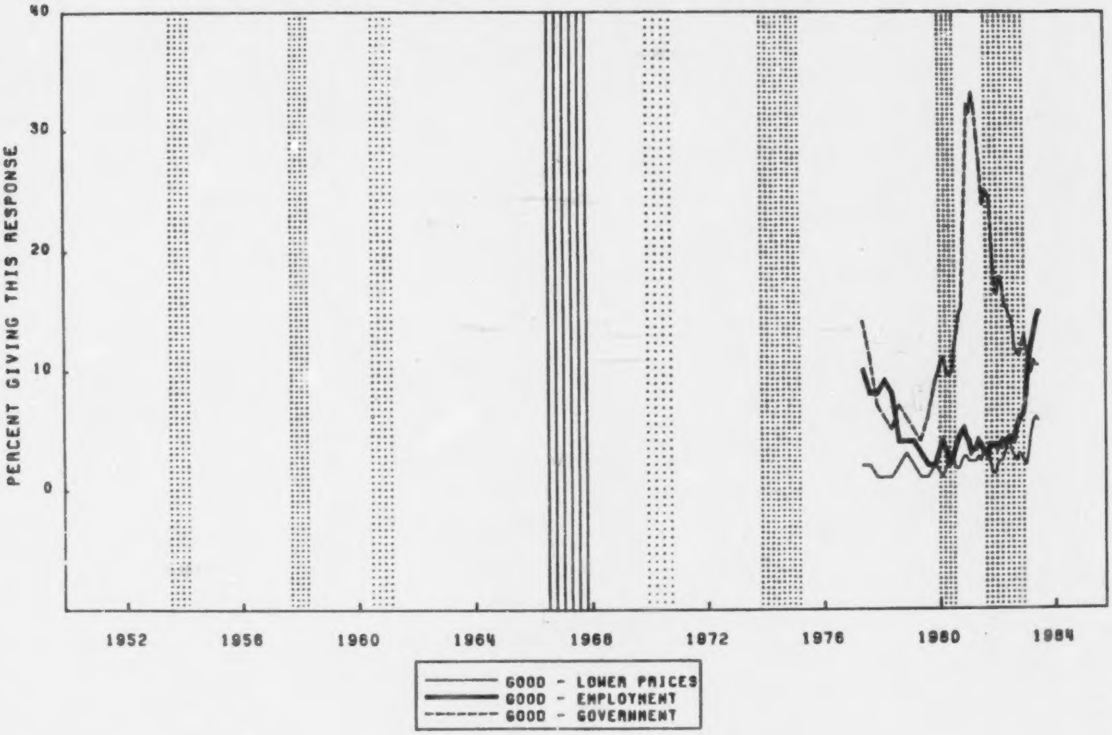

CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

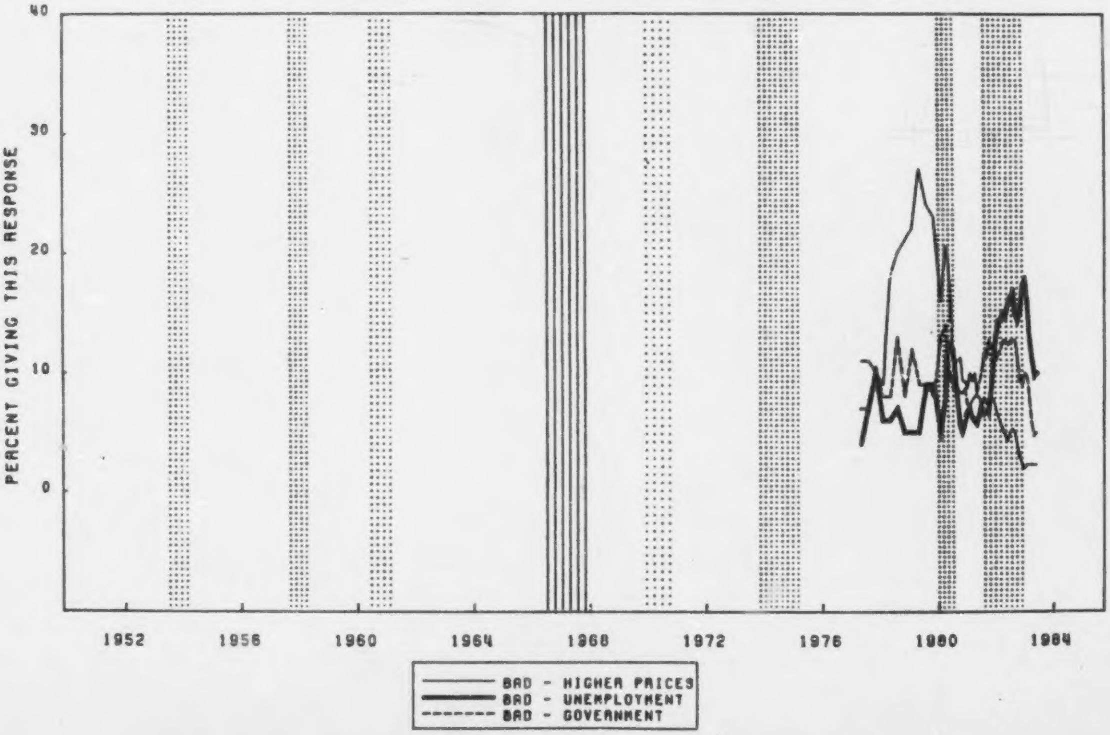

TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
FAVORABLE REASONS:													
Government; elections	11%	13%	11%	11%	11%	14%	13%	8%	11%	10%	11%	10%	10%
Employment	4	4	4	7	6	5	8	11	13	12	14	16	14
Higher consumer demand	6	3	3	3	4	4	6	5	7	6	9	10	9
Lower prices	3	2	2	3	4	1	2	3	4	7	6	5	6
Easier credit	9	5	8	13	15	12	12	12	12	13	14	12	12
UNFAVORABLE REASONS:													
Government; elections	12	14	12	12	8	8	11	11	7	5	5	4	6
Unemployment	18	16	16	13	14	18	20	15	13	10	10	9	11
Lower consumer demand	6	5	3	5	3	5	5	4	4	2	4	2	2
Higher prices	5	6	5	4	3	2	2	2	3	2	2	3	2
Tighter credit	10	9	6	7	3	3	2	2	2	1	2	2	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

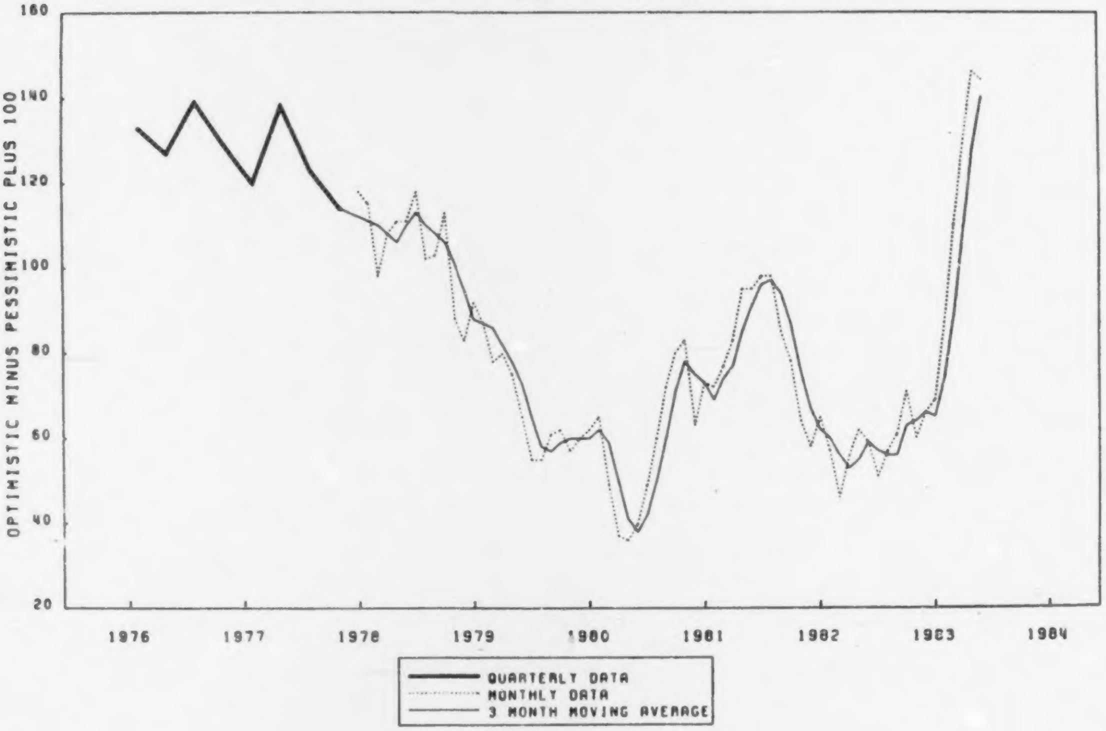

CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

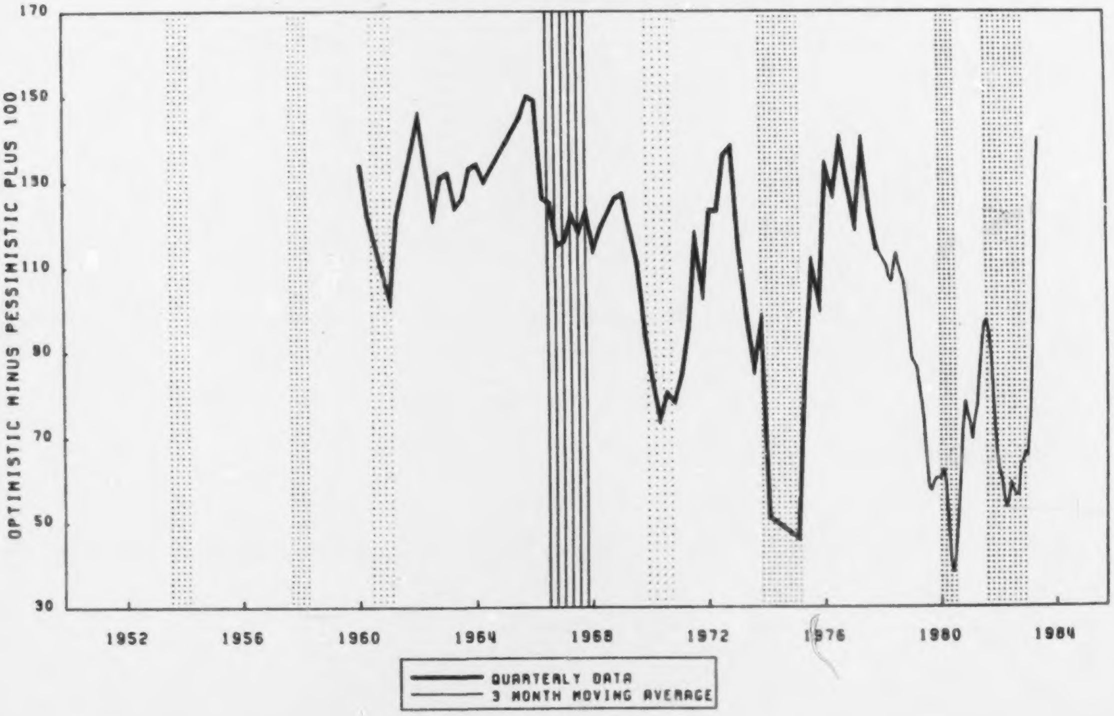

TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
TREND:													
Continuous increase (a)	6%	5%	7%	8%	10%	8%	8%	11%	18%	28%	36%	42%	39%
Intermittent increase (b)	6	5	7	6	9	7	9	9	11	15	18	23	26
Remain unchanged (c)	2	3	3	4	3	1	4	3	4	4	5	5	5
Intermittent decline (d)	29	36	35	36	29	37	33	35	29	25	19	14	16
Continuous decline (e)	24	23	22	17	19	18	18	16	13	8	6	5	5
Mixed change (f)	30	25	22	27	26	27	27	24	23	18	14	10	7
DK,NA	3	3	4	2	4	2	1	2	2	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES

BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

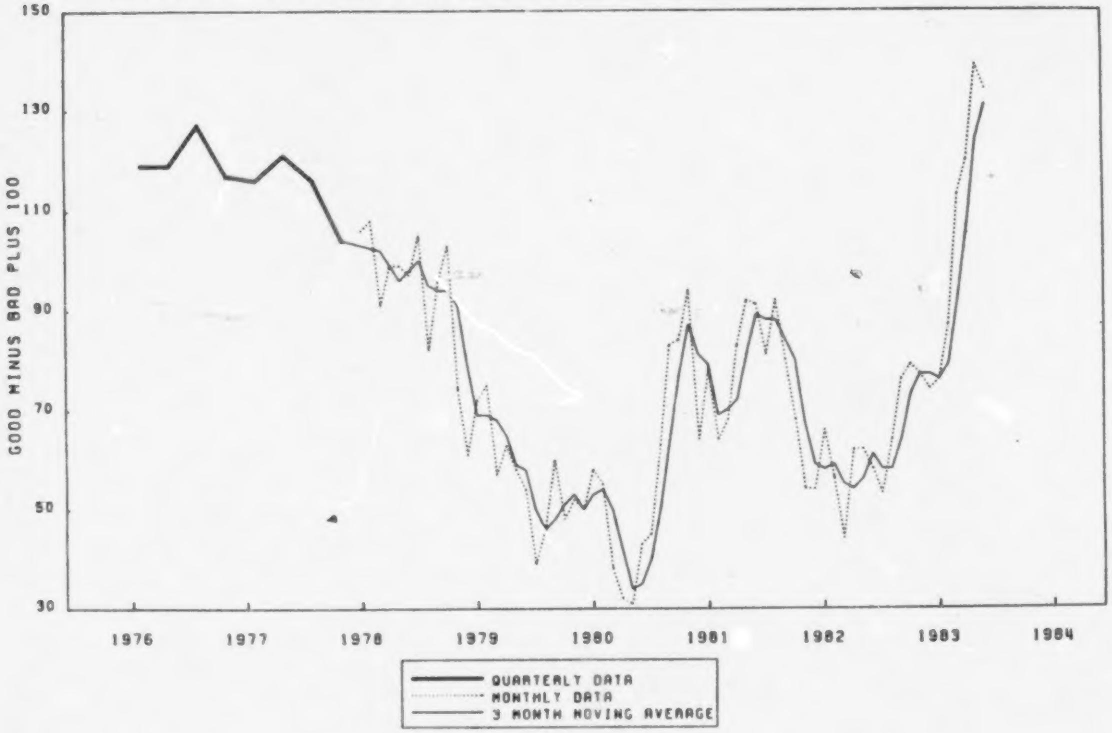

CHART 18 - HISTORICAL SERIES

BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

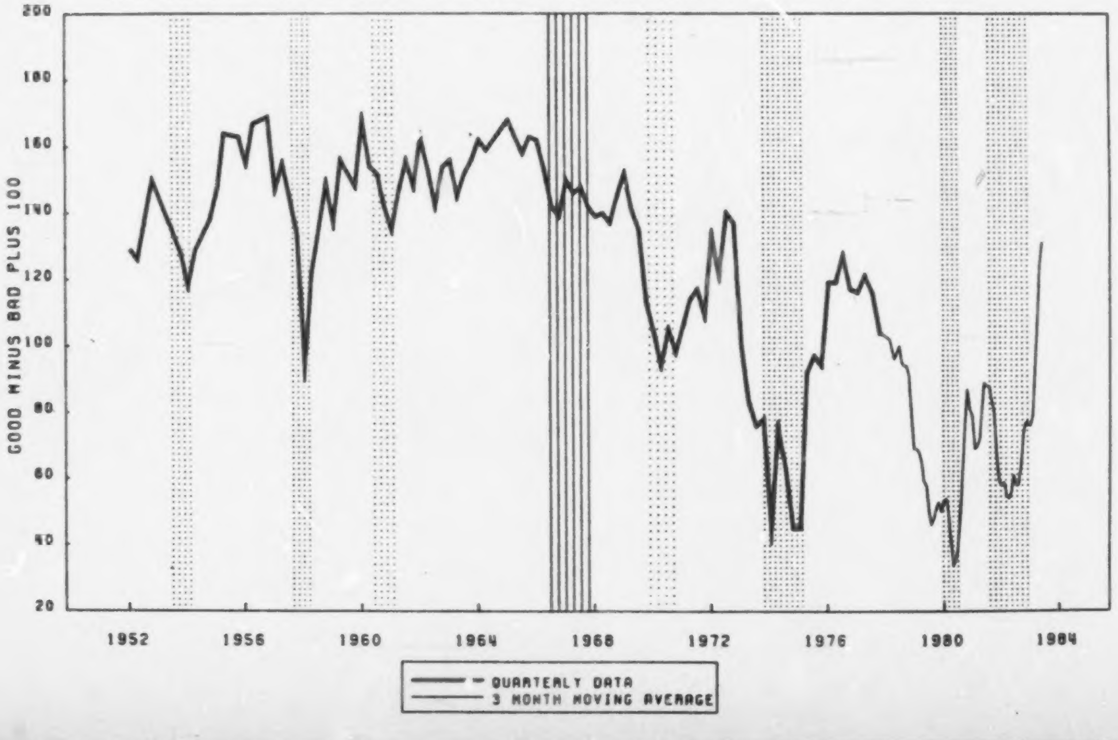

TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIMES	25%	23%	26%	33%	35%	33%	32%	34%	39%	52%	56%	65%	63%
UNCERTAIN; GOOD & BAD	1	2	5	4	3	4	2	1	1	2	1	2	3
BAD TIMES	67	70	62	57	56	56	58	58	52	39	36	26	29
DON´T KNOW	4	3	3	4	4	3	5	3	3	4	3	4	3
NOT ASCERTAINED	3	2	4	2	2	4	3	4	5	3	4	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we´ll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

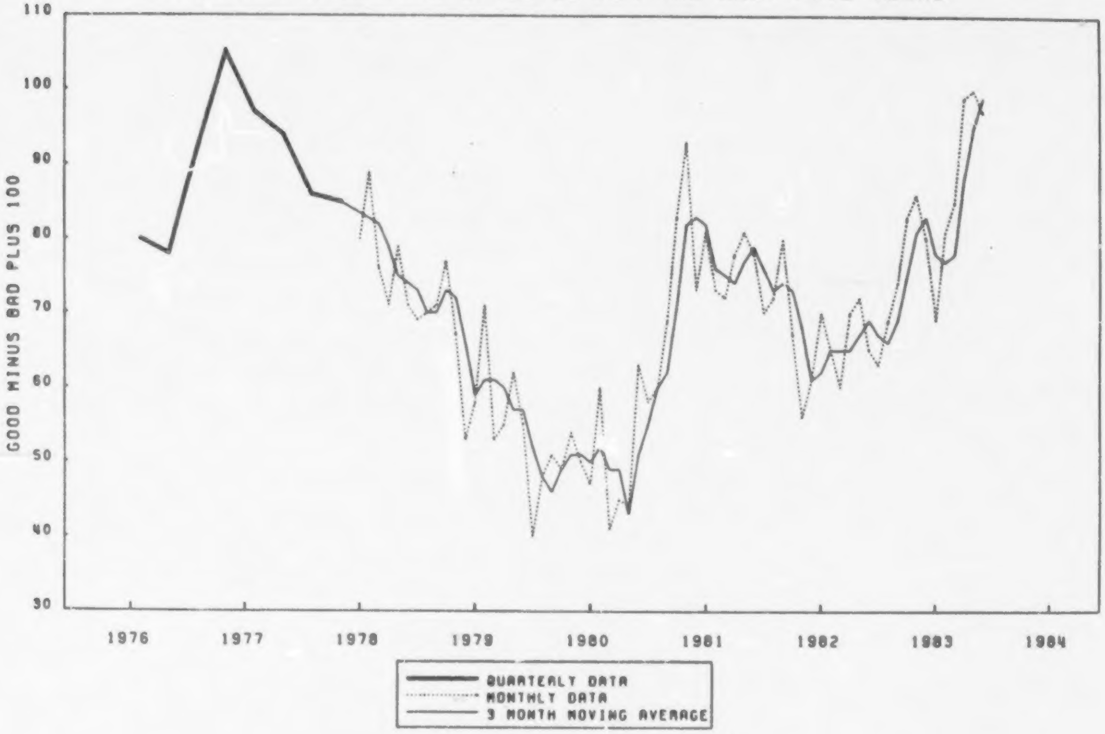

CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

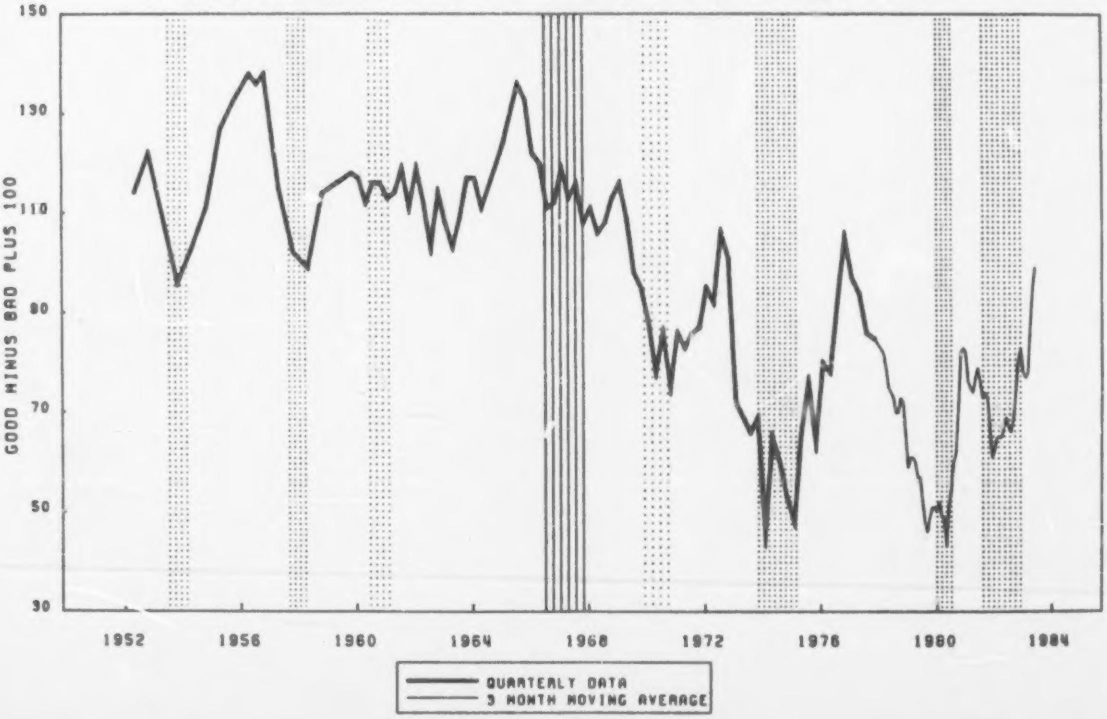

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIMES	24%	22%	23%	28%	32%	33%	29%	26%	31%	33%	38%	39%	39%
UNCERTAIN; GOOD & BAD	12	15	15	14	14	14	14	12	13	15	18	18	15
BAD TIMES	59	59	54	54	49	47	49	57	50	48	39	39	42
NOT ASCERTAINED	5	4	8	4	5	6	8	5	6	4	5	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

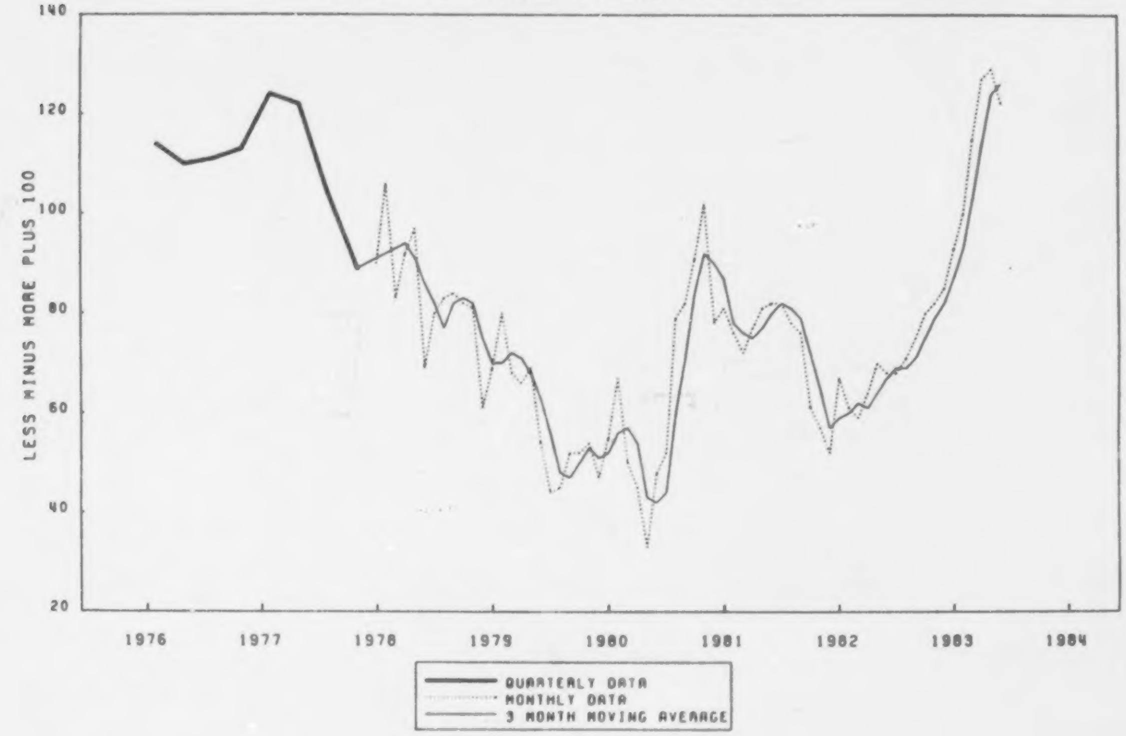

CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

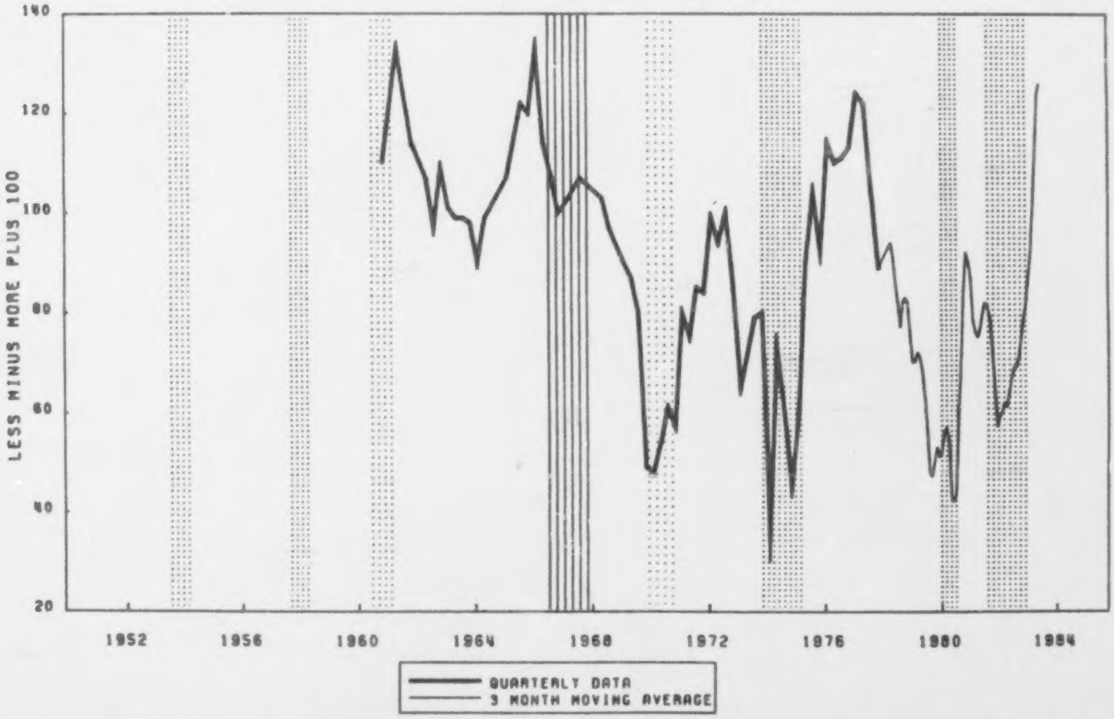

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
LESS	16%	16%	17%	18%	21%	19%	22%	23%	29%	36%	42%	42%	37%
SAME	35	35	35	38	36	42	40	45	41	43	41	44	47
MORE	48	48	46	43	41	37	37	30	29	21	15	13	15
DK,NA	1	1	2	1	2	2	1	2	1	*	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

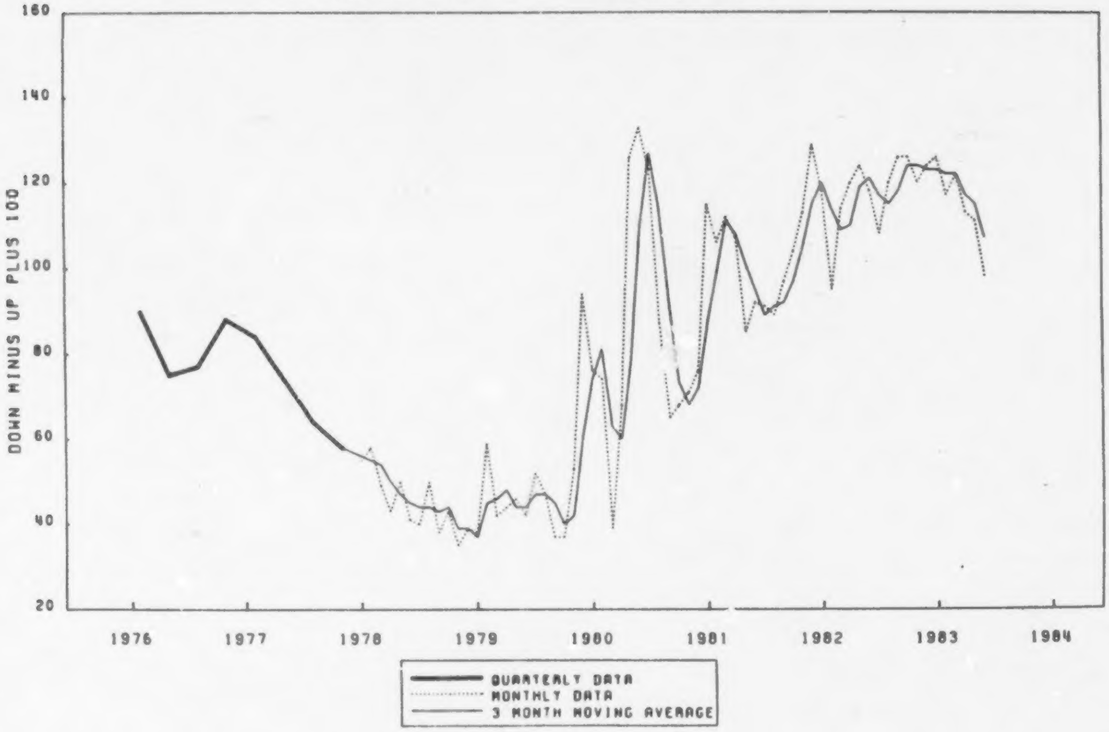

CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

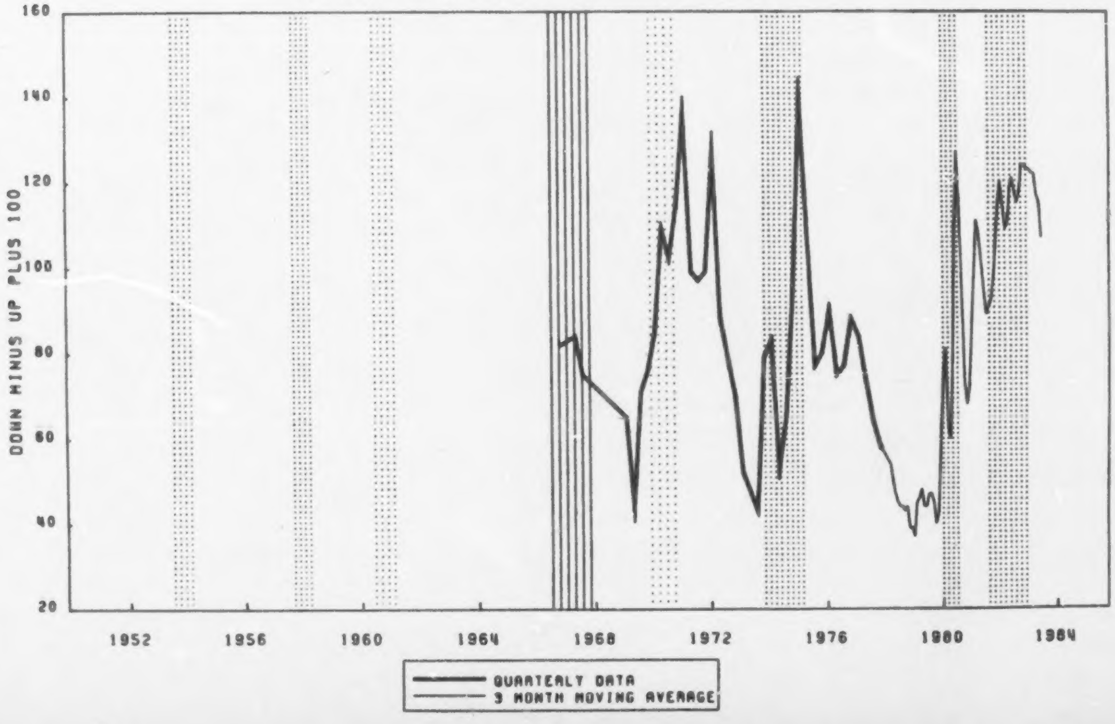

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GO UP	21%	24%	21%	22%	22%	25%	20%	18%	24%	19%	21%	20%	29%
STAY THE SAME	37	41	34	26	26	26	33	35	32	38	42	47	42
GO DOWN	39	32	41	48	48	45	44	44	41	41	34	31	27
DK,NA	3	3	4	4	4	4	3	3	3	2	3	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

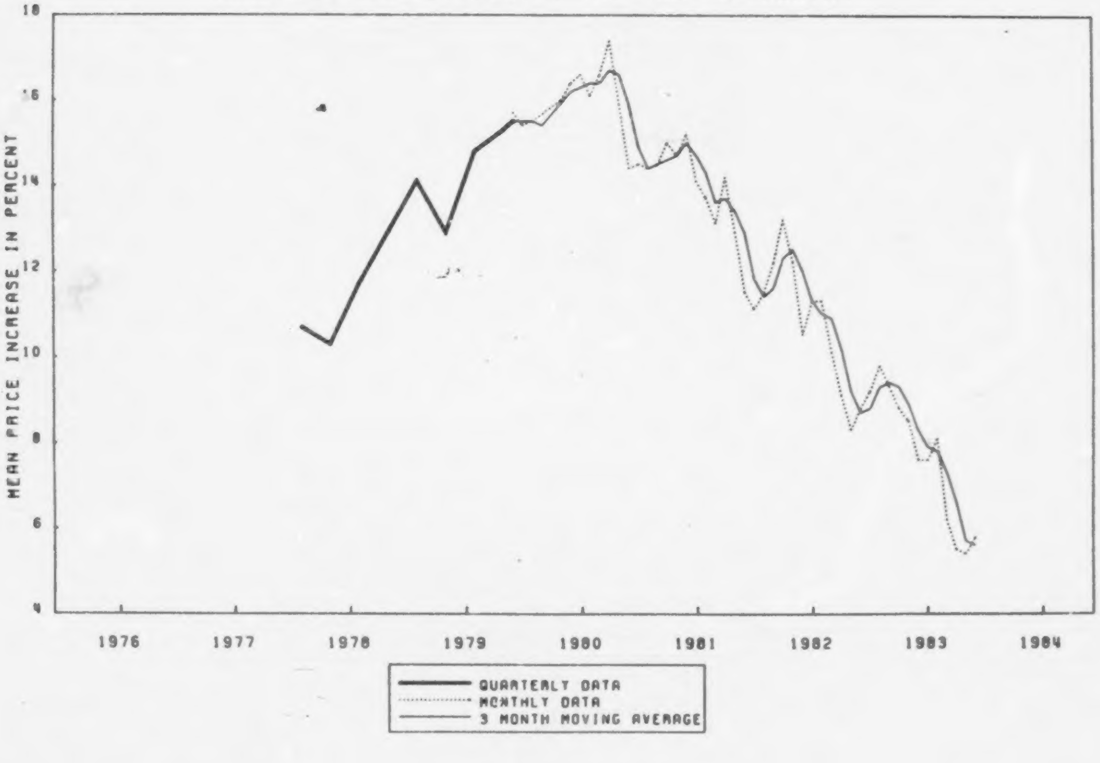

TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
SAME OR DOWN	14%	12%	12%	16%	20%	20%	20%	23%	24%	31%	30%	31%	29%
GONE UP BY:													
1-2%	8	6	5	6	4	5	6	7	5	6	8	9	8
3-4%	10	8	8	10	7	9	9	11	10	10	10	13	13
5%	12	14	11	12	13	15	17	17	15	12	17	13	14
6-9%	14	13	16	14	12	12	12	9	10	9	9	8	11
10-14%	21	22	24	19	22	14	17	15	14	15	11	14	11
15% or more	16	18	17	16	14	18	14	12	16	11	9	8	10
DK how much up	5	6	6	7	7	6	5	5	5	5	5	4	3
DK,NA	*	1	1	*	1	1	*	1	1	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	8.8	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4	5.8
VARIANCE	93	87	96	115	106	102	82	108	113	71	64	61	65
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

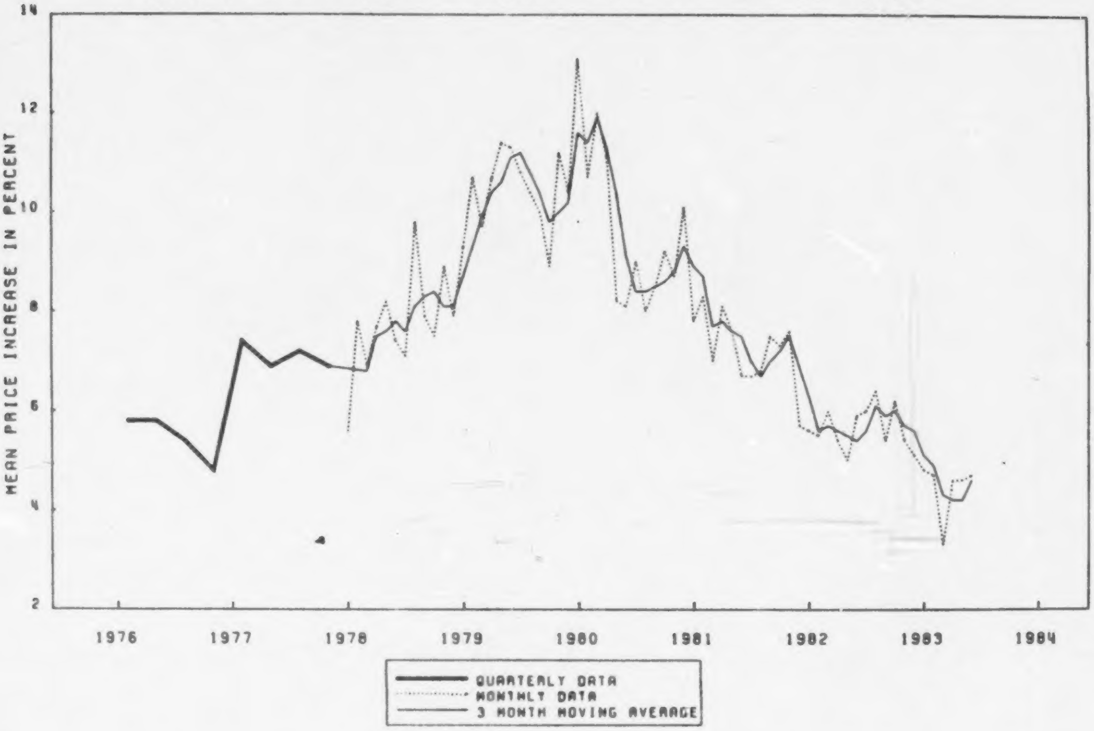

CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

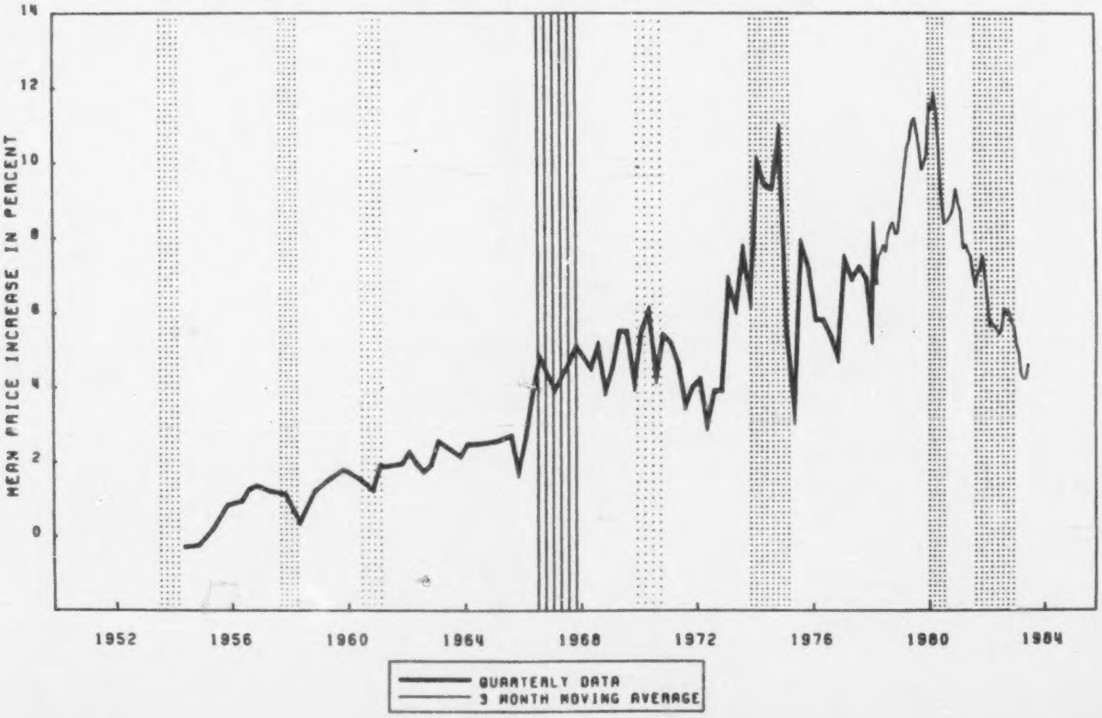

TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
SAME OR DOWN	30%	23%	23%	31%	31%	32%	33%	35%	36%	44%	30%	32%	33%
WILL GO UP BY:													
1-2%	7	7	8	7	5	5	6	10	8	9	10	9	8
3-4%	10	10	12	9	8	10	13	11	12	12	13	13	15
5%	14	17	16	14	14	15	15	16	15	14	17	17	16
6-9%	10	15	12	13	11	11	9	7	9	5	10	10	9
10-14%	16	14	13	12	15	12	11	9	8	8	9	10	9
15% or more	8	7	11	7	9	9	8	7	7	4	5	5	6
DK how much up	3	5	3	5	5	3	3	3	3	3	4	3	3
DK,NA	2	2	2	2	2	3	2	2	2	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.9	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6	4.7
VARIANCE	71	53	65	59	82	55	56	67	60	33	45	49	54
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

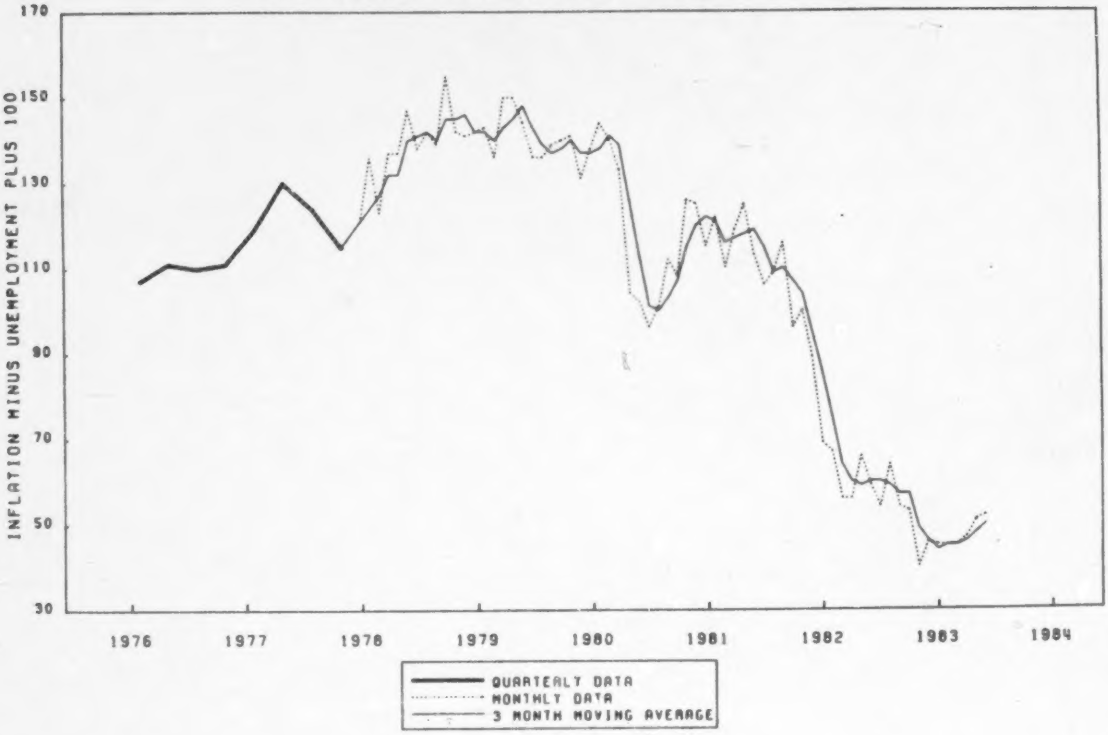

CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

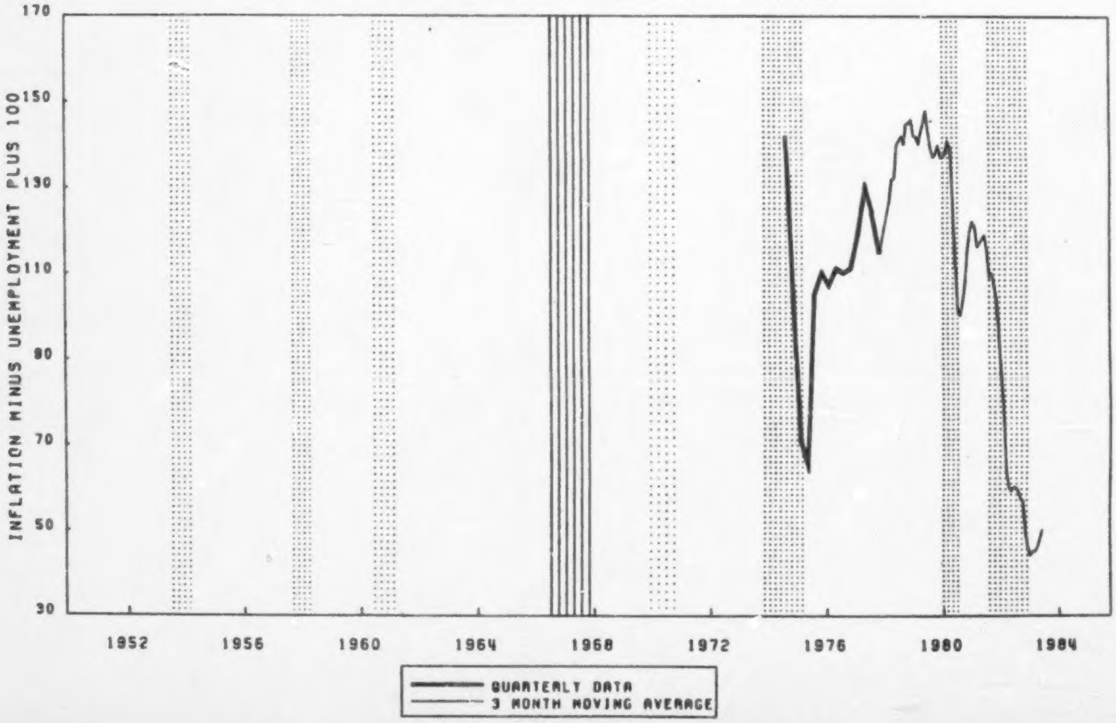

TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
UNEMPLOYMENT	64%	67%	62%	68%	67%	76%	72%	74%	73%	73%	73%	71%	70%
BOTH EQUALLY SERIOUS	12	11	11	9	11	7	9	5	8	8	6	6	7
INFLATION	23	21	26	22	20	16	18	19	18	18	20	22	22
DK,NA	1	1	1	1	2	1	1	2	1	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

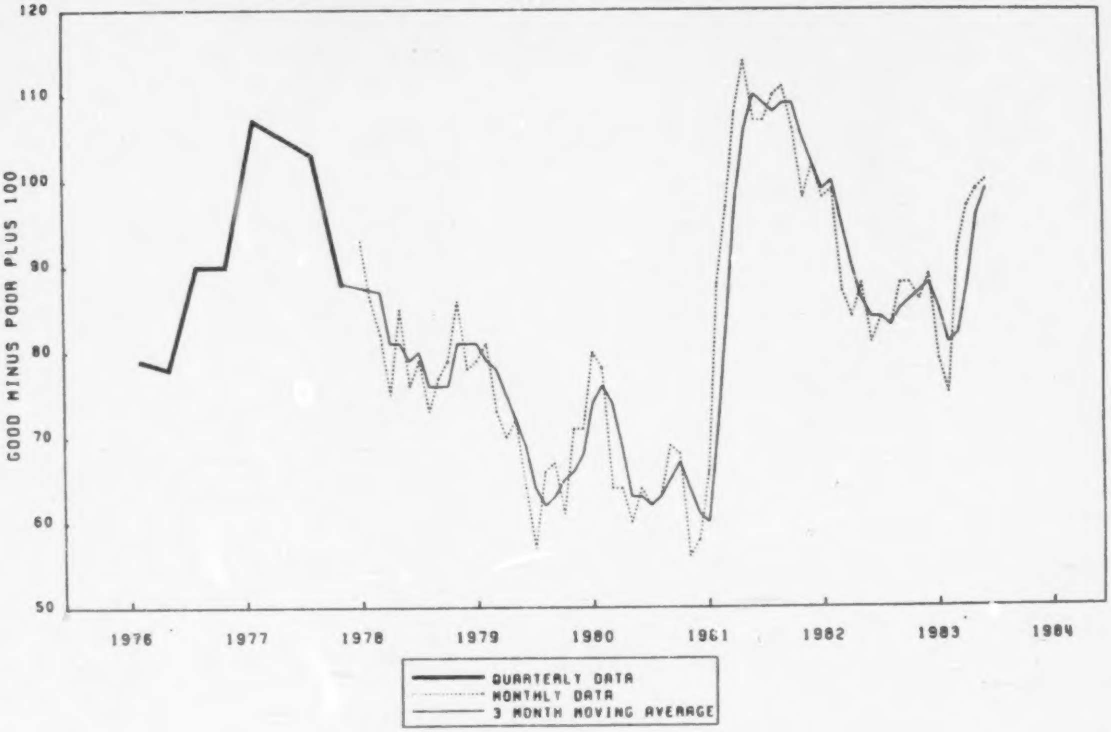

CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

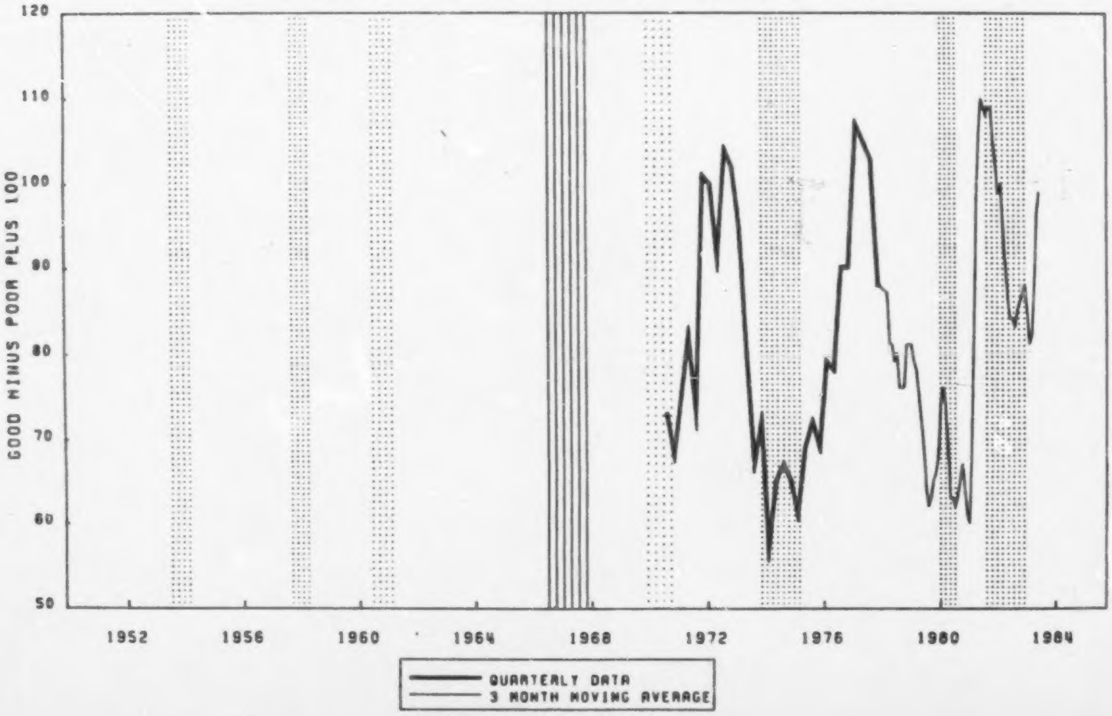

TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
A GOOD JOB	16%	18%	17%	19%	21%	19%	19%	16%	16%	21%	21%	20%	23%
ONLY FAIR	46	46	45	46	41	45	47	45	40	48	53	57	52
A POOR JOB	35	34	34	31	33	33	30	37	41	29	24	21	23
DK,NA	3	2	4	4	5	3	4	2	3	2	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

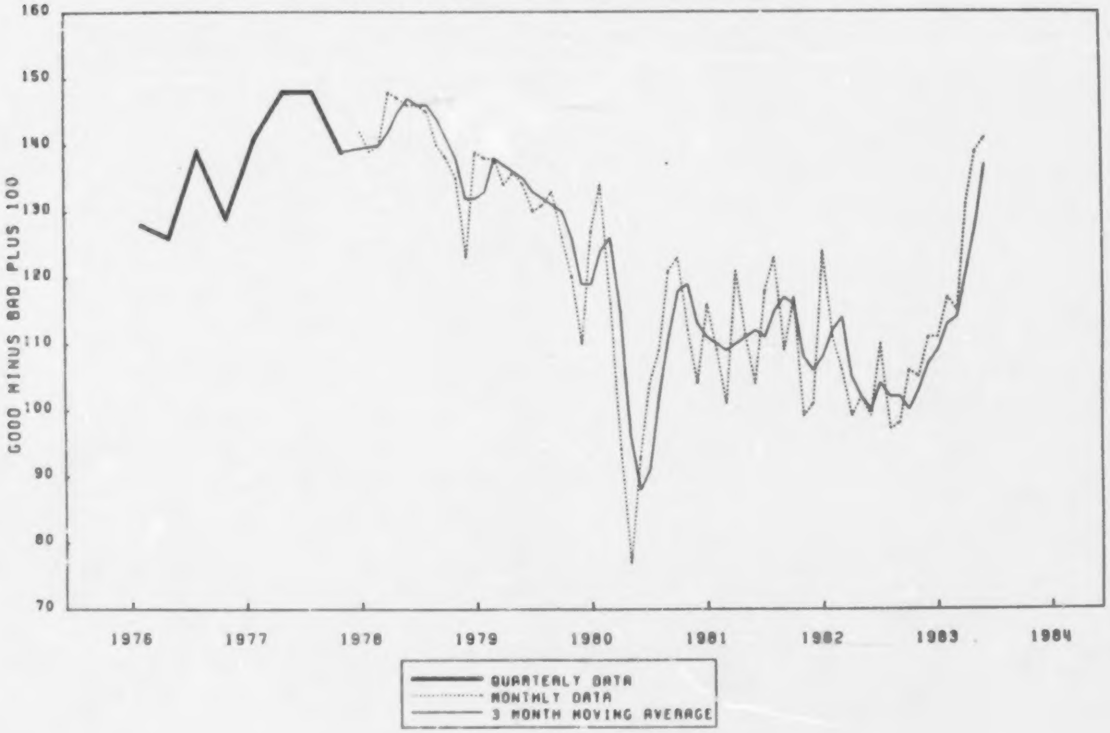

CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

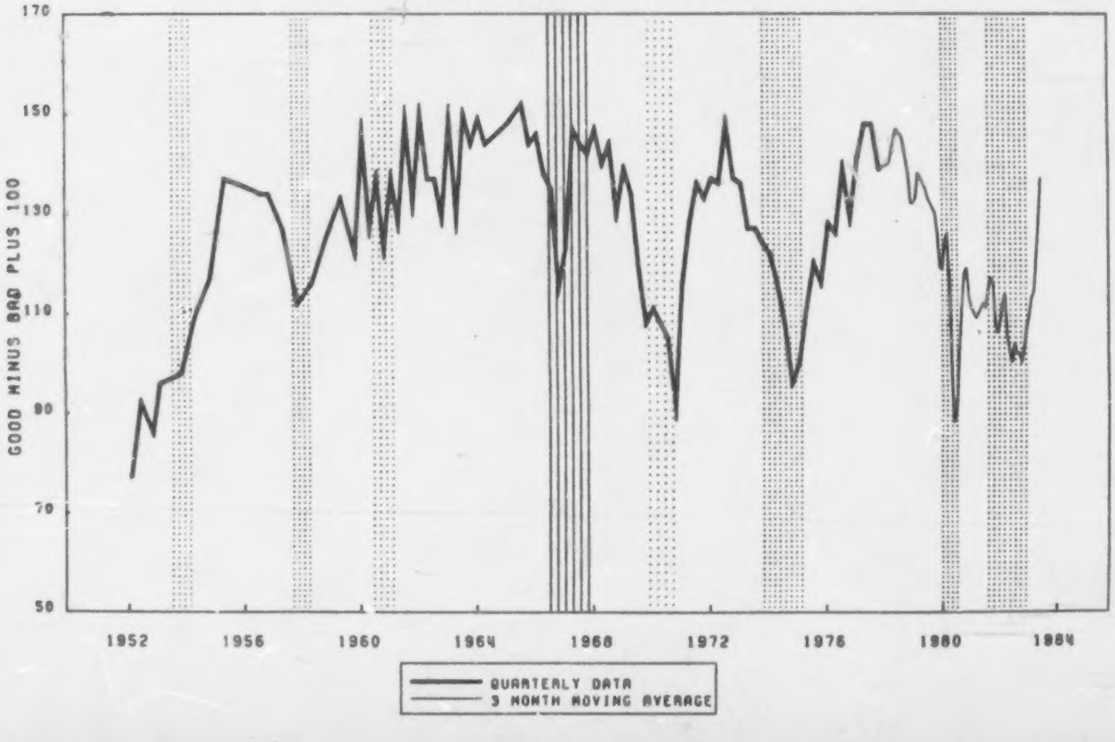

TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	43%	48%	41%	42%	46%	47%	50%	51%	54%	53%	61%	67%	66%
UNCERTAIN, DEPENDS	13	14	15	14	14	11	11	9	9	9	9	5	9
BAD TIME TO BUY	44	38	44	44	40	42	39	40	37	38	30	28	25
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

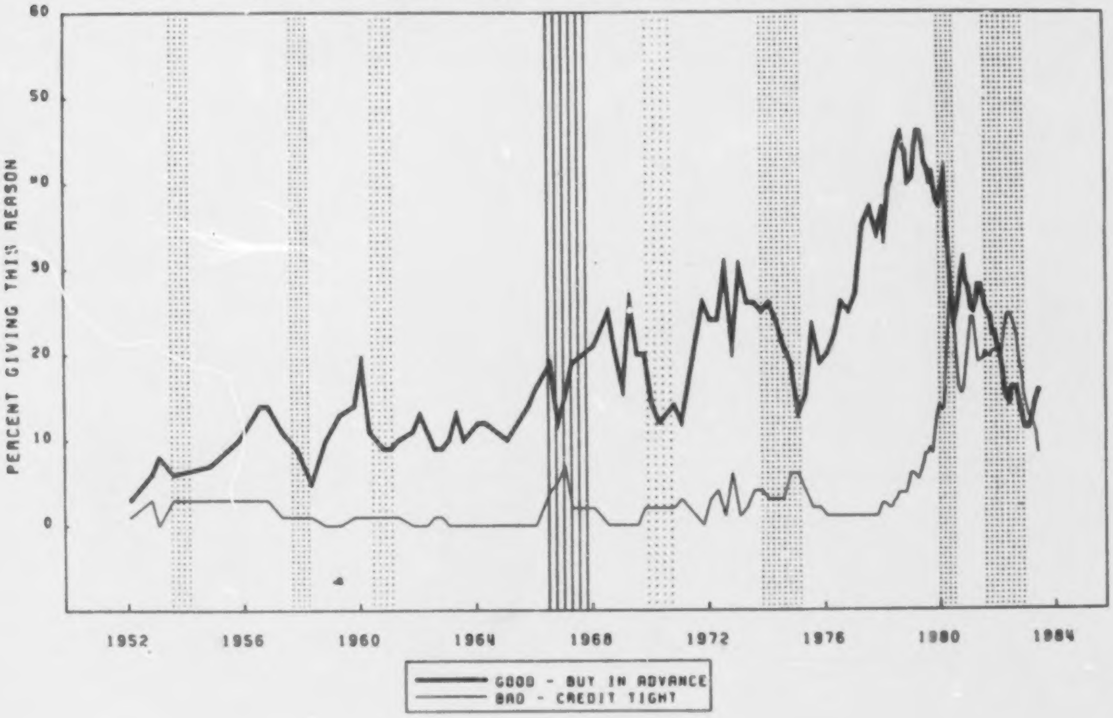

CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

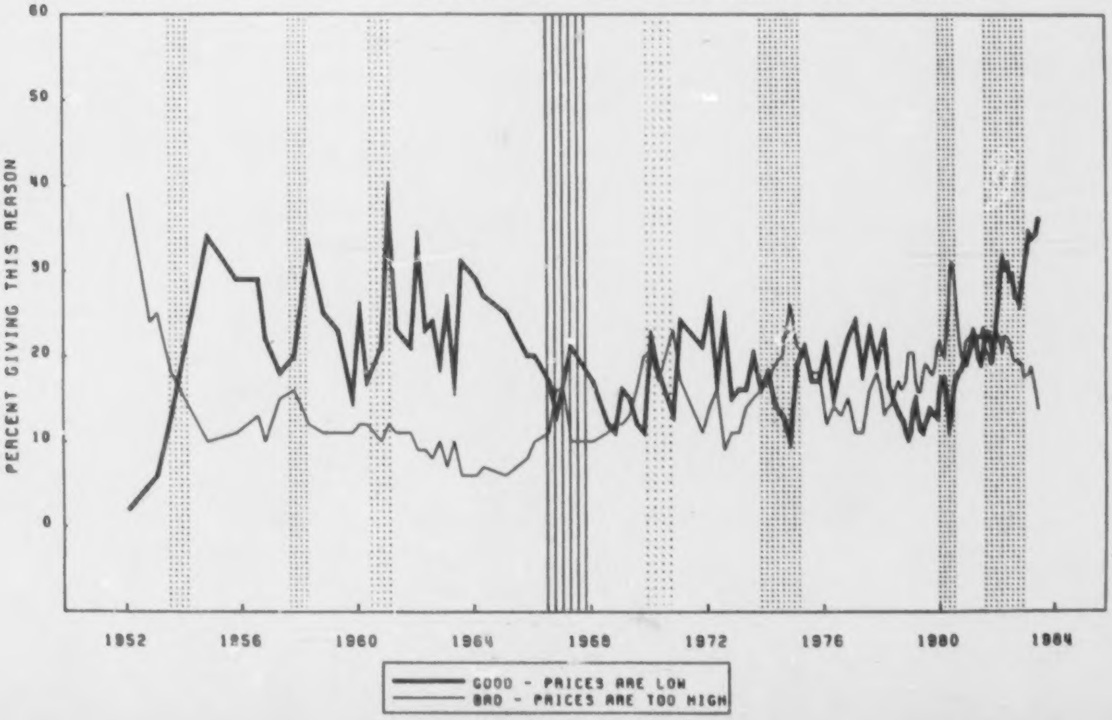

TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	27%	30%	24%	26%	28%	31%	32%	33%	38%	30%	36%	37%	35%
Prices won't come down; are going higher	14	19	15	14	14	11	10	13	11	12	15	17	15
Interest rates low; credit is easy	2	2	2	4	5	5	8	7	8	12	14	13	16
BAD TIME TO BUY:													
Prices are high	21	18	19	21	18	18	16	19	18	19	16	12	13
Interest rates are high; credit is tight	24	24	22	20	16	17	13	12	13	13	11	8	6
Lack of purchasing power	21	19	21	21	21	24	21	22	16	18	15	16	12

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

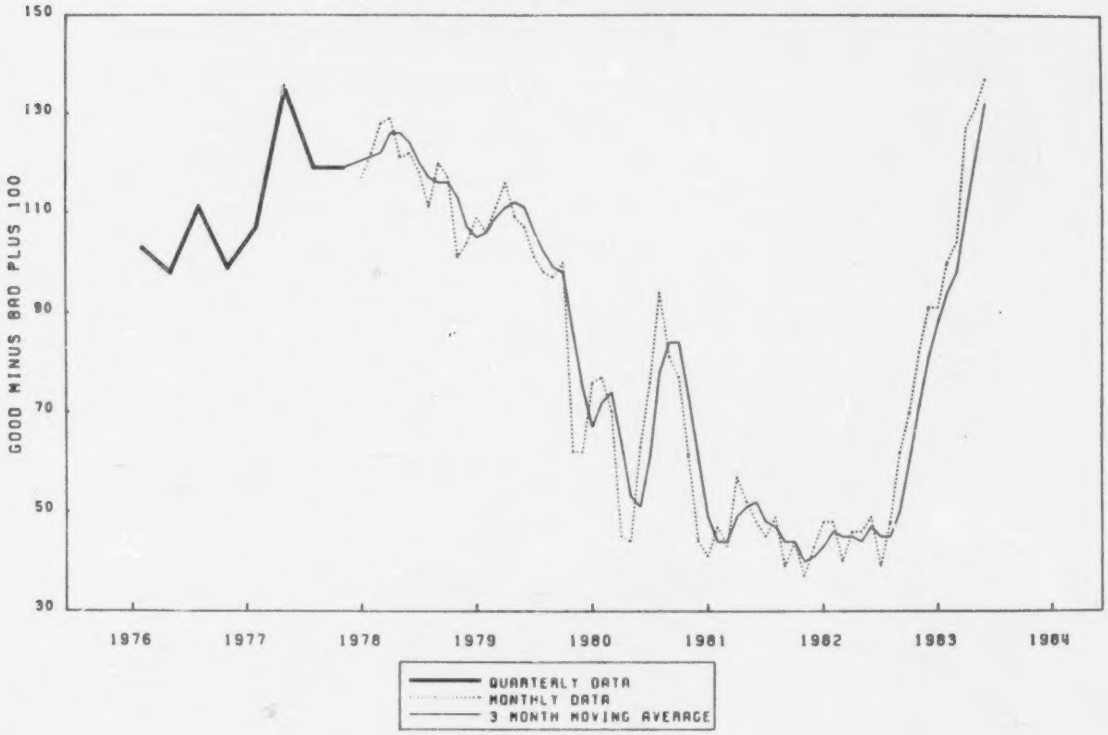

CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

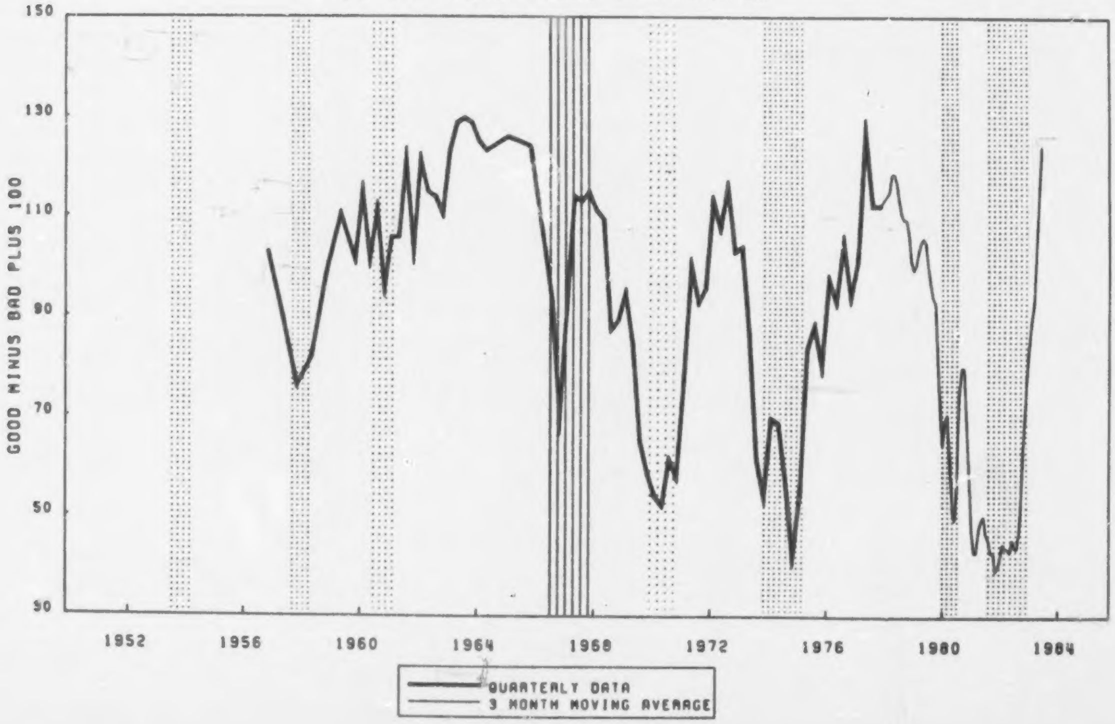

TABLE 28

BUYING CONDITIONS FOR HOUSES

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	21%	15%	20%	28%	32%	38%	44%	44%	49%	51%	61%	64%	66%
UNCERTAIN, DEPENDS	7	9	8	6	6	6	3	3	2	2	5	3	5
BAD TIME TO BUY	72	76	72	66	62	56	53	53	49	47	34	33	29
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

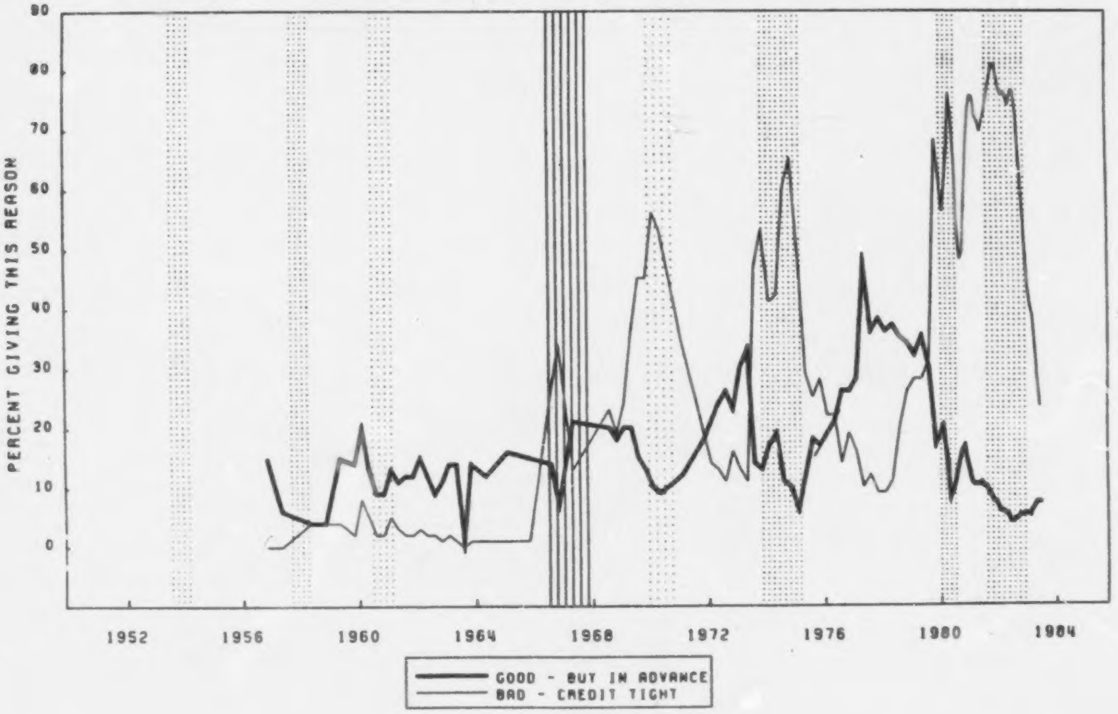

CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

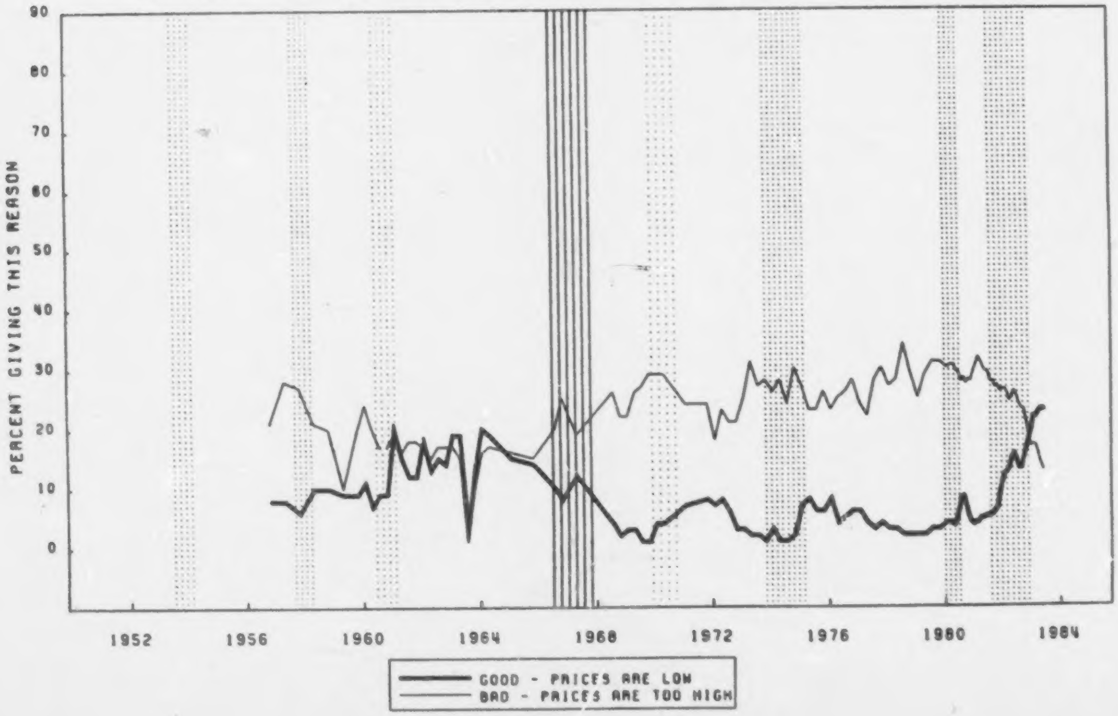

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	15%	12%	12%	15%	17%	17%	20%	21%	24%	20%	24%	25%	20%
Prices won't come down; are going higher	4	4	5	5	5	6	5	5	5	8	7	7	8
Interest rates low; credit is easy	7	4	7	20	23	30	35	37	40	44	54	57	61
Good investment	4	3	4	3	2	4	6	4	4	3	5	4	7
BAD TIME TO BUY:													
Prices are high	27	21	23	25	21	16	17	17	17	16	13	12	13
Interest rates are high; credit is tight	75	82	71	64	60	49	40	41	39	35	24	23	23
Lack of purchasing power	23	27	20	21	23	23	23	24	20	21	14	16	11

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

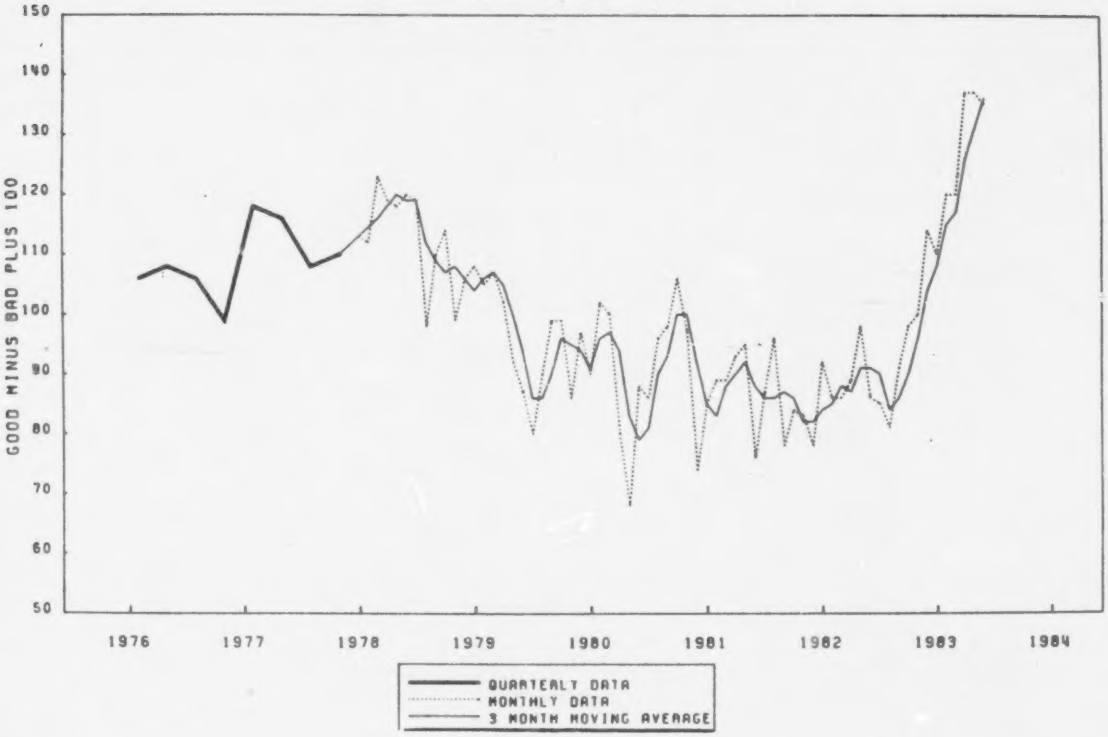

CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

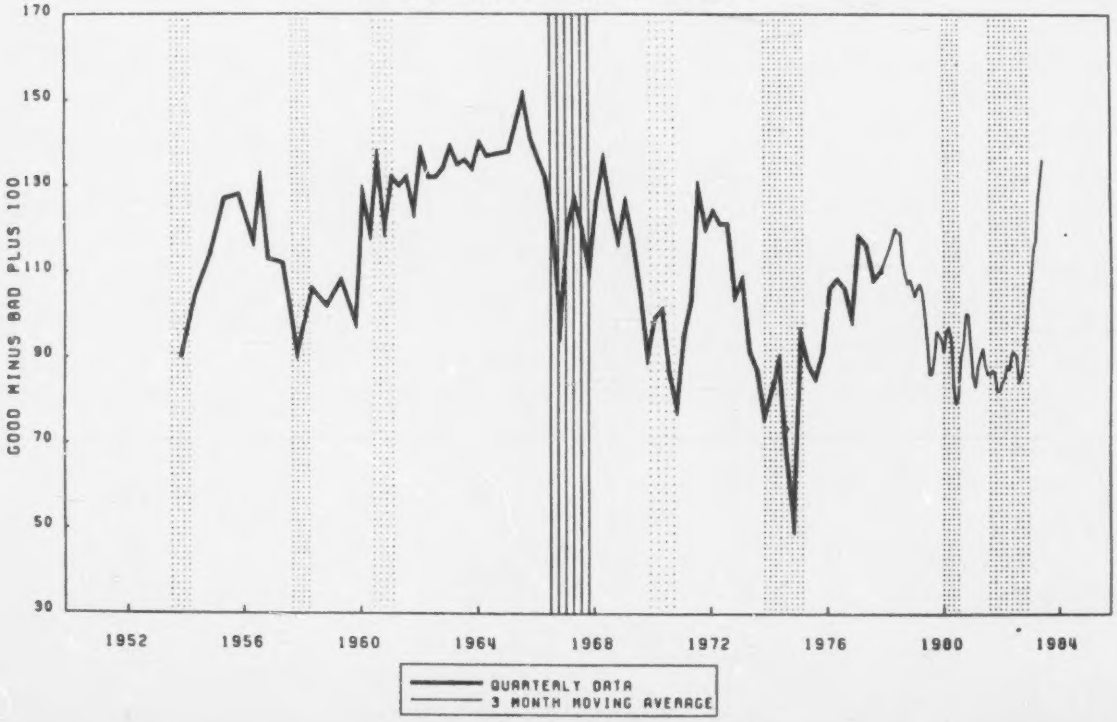

TABLE 30

BUYING CONDITIONS FOR CARS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY	40%	37%	35%	40%	44%	46%	53%	51%	57%	56%	66%	66%	63%
UNCERTAIN; DEPENDS	6	11	11	11	10	8	8	8	6	8	5	5	9
BAD TIME TO BUY	54	52	54	49	46	46	39	41	37	36	29	29	28
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

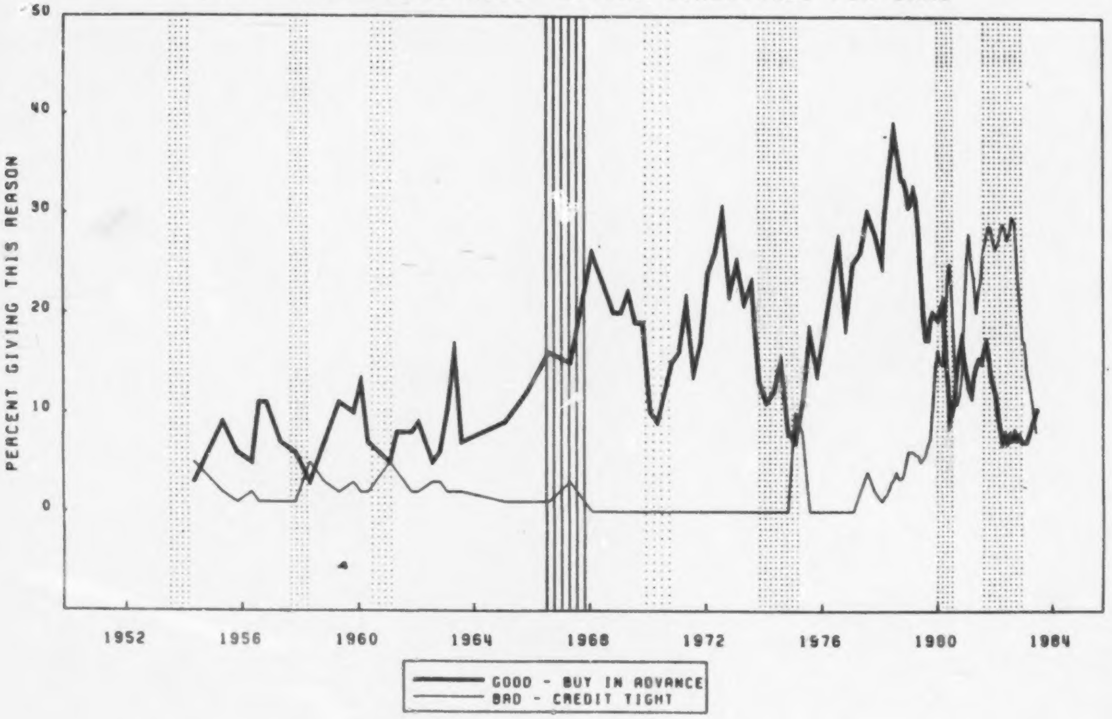

CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

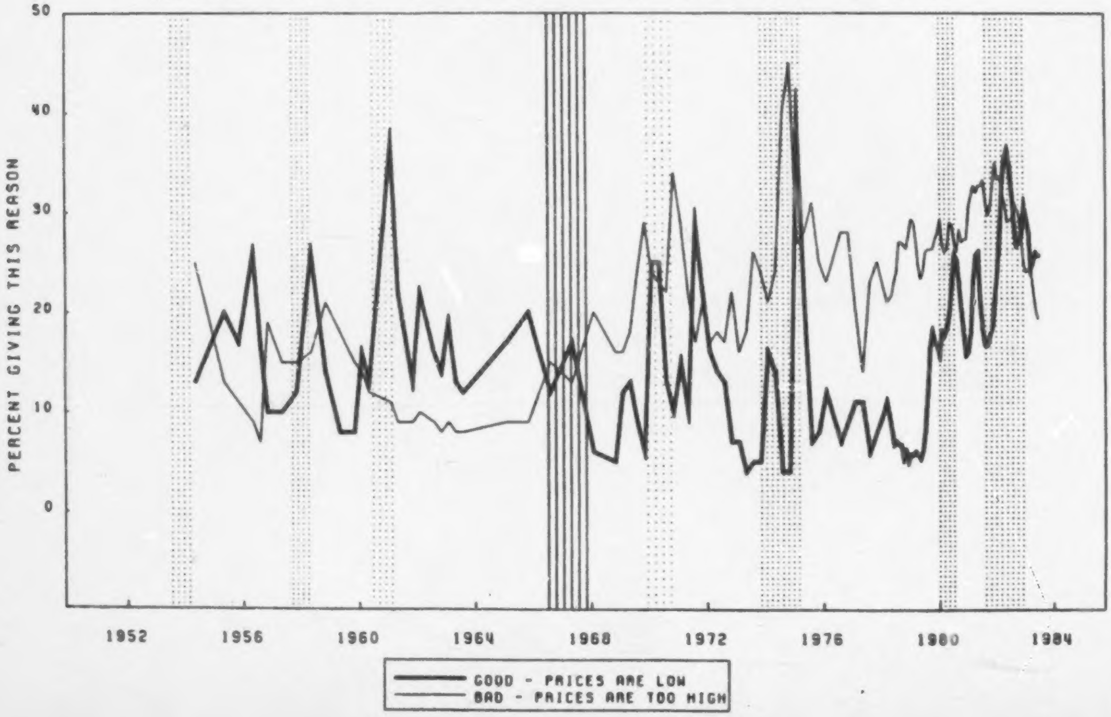

TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	32%	28%	26%	26%	29%	28%	35%	25%	24%	24%	28%	26%	23%
Prices won´t come down; are going higher	6	9	7	8	7	8	6	7	8	8	8	12	11
Interest rates low; credit is easy	7	5	6	10	11	20	27	29	35	34	40	40	40
New fuel efficient models	1	1	2	1	1	1	1	2	1	2	2	*	1
BAD TIME TO BUY:													
Prices are high	33	28	32	31	26	25	23	24	26	23	19	19	20
Interest rates are high; credit is tight	27	32	30	25	19	19	14	18	10	11	11	7	6
Lack of purchasing power	11	13	12	14	14	15	13	12	12	10	7	7	7
Price of gas; shortages	2	2	1	1	*	1	1	1	*	*	*	1	1
Poor selection; quality	10	10	7	7	7	7	7	6	5	5	5	5	6

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

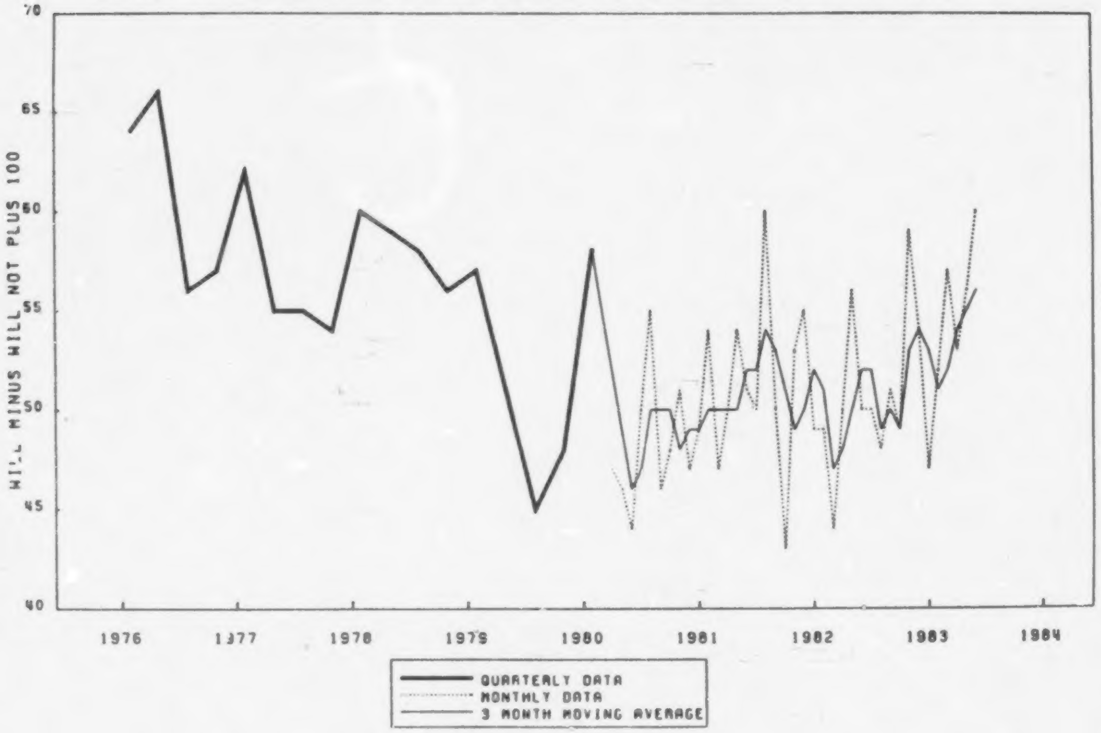

CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

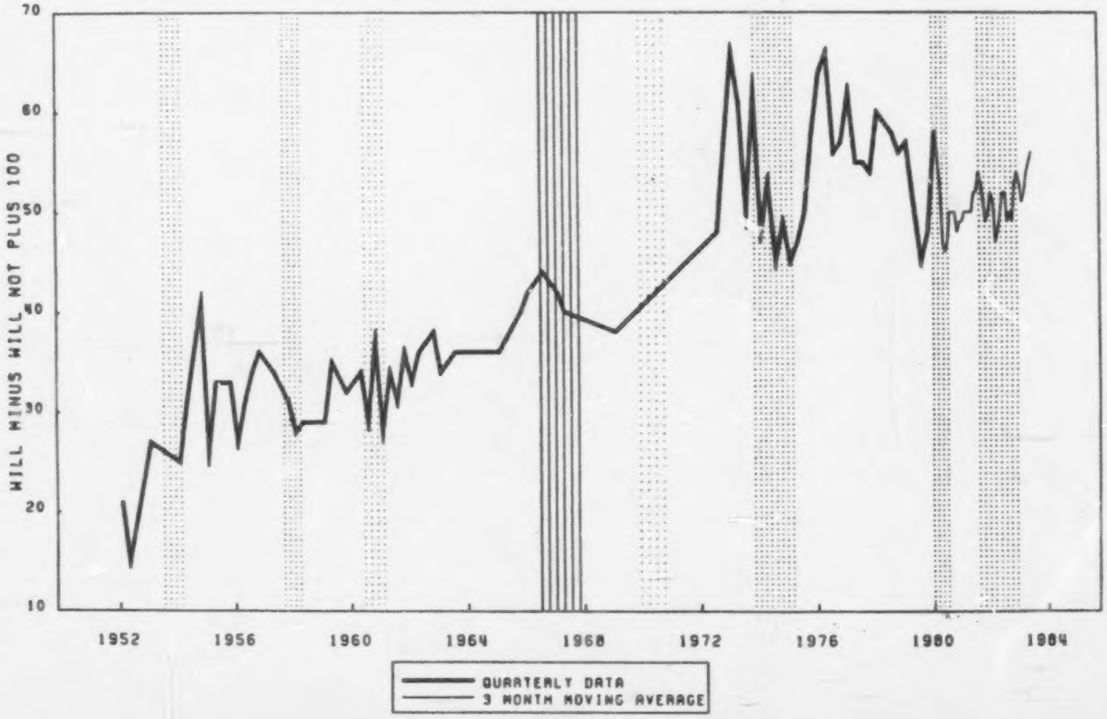

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROBABLY WILL BUY	18%	16%	16%	18%	16%	21%	20%	15%	17%	20%	17%	17%	22%
CHANCES ARE EVEN	7	8	7	5	7	8	8	7	8	7	9	9	7
PROBABLY WILL NOT BUY	68	66	68	67	67	62	66	68	65	63	64	61	62
DK,NA	7	10	9	10	10	9	6	10	10	10	10	13	9
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	703	708	680	695	687	682	682	682	709	696	707	700	714

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	25%	24%	23%	23%	23%	29%	28%	22%	25%	27%	26%	26%	29%
PURCHASE TYPE:													
Buy new	9	11	12	10	11	11	15	10	12	13	14	12	13
Buy used	13	11	9	12	11	15	10	10	11	12	11	11	13
Lease	2	1	1	*	1	2	2	1	1	1	*	2	2
DK,NA	1	1	1	1	*	1	1	1	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	2	6	4	2	4	4	2	3	3	1	6	2	1
Next 4-6 months	5	6	5	5	5	6	6	6	6	7	6	7	10
Next 7-9 months	6	3	3	4	5	8	6	4	7	9	7	8	8
10 months or more	7	4	4	7	5	7	7	4	5	6	2	4	4
DK,NA	5	5	7	5	4	4	7	5	4	4	5	5	6

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	June 1982	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	68%	66%	68%	67%	67%	62%	66%	68%	65%	63%	64%	61%	62%
PURCHASE TYPE:													
Would buy new	37	38	40	37	39	34	40	36	34	31	38	36	37
Would buy used	29	25	27	29	27	26	24	30	29	31	25	24	24
DK,NA	2	3	1	1	1	2	2	2	2	1	1	1	1
PURCHASE TIMING:													
Less than 2 years	6	4	5	5	5	7	7	8	8	6	8	7	6
2 years	25	20	22	23	23	22	22	23	19	20	22	24	20
3 years	13	13	12	11	11	8	10	10	10	11	12	10	10
4 years or more	16	21	18	20	19	18	17	21	20	21	16	18	21
Indefinite	3	2	4	3	3	2	4	2	2	1	2	1	1
DK,NA	5	6	7	5	6	5	6	4	6	4	4	1	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

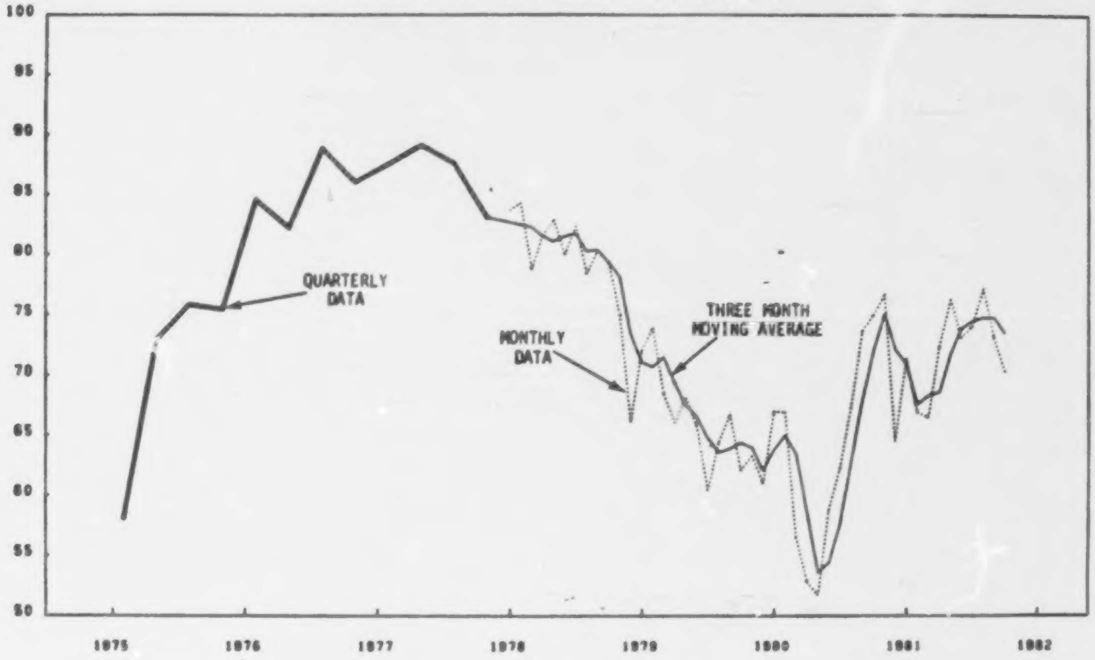

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

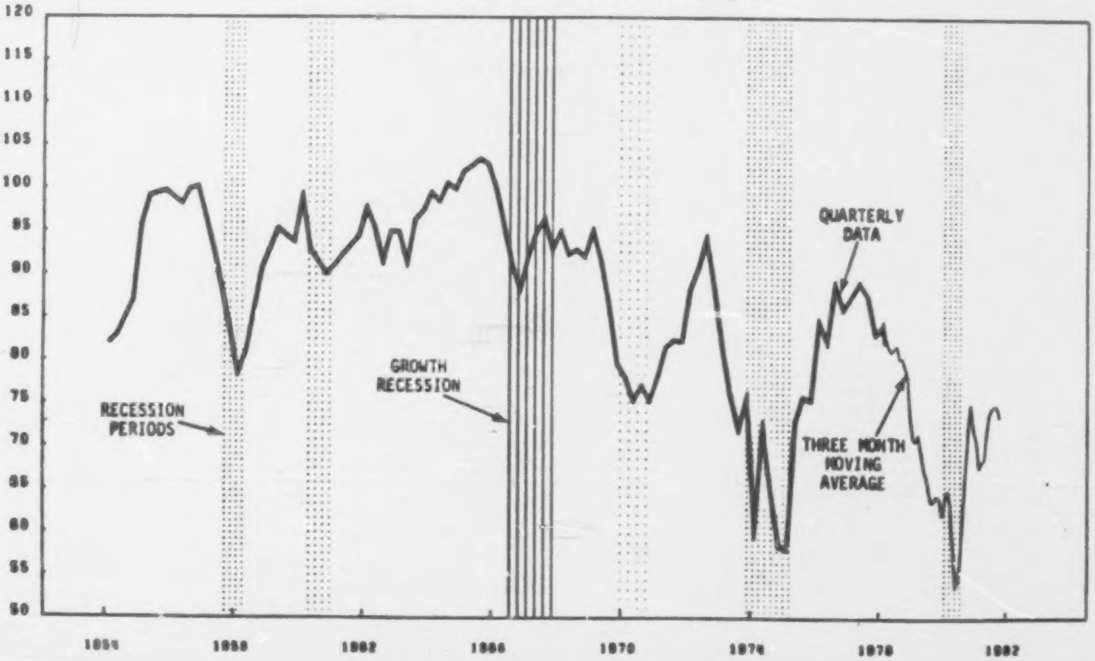

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 - January 1983 (unofficial)

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

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SURVEY RESEARCH CENTER UNIVERSITY OF MICHIGAN

July 7, 1983

JUNE 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

OPTIMISM REIGNS

** In the June 1983 survey, the Index of Consumer Sentiment was 92.2, just below the 93.3 recorded in May, and substantially above the 70.4 recorded in January 1983, and the 65.7 recorded in June 1982. The small and insignificant decline was concentrated among lower income families. Among families with incomes of $25,000 or more, the Index rose to 102.5 in June 1983 from 101.0 in May, and 78.8 in January 1983.

** More families in the June 1983 survey reported hearing news of favorable developments in the economy than in any prior survey. Reports of increases in employment dominated the favorable developments. Among all families, 64 percent reported that overall business conditions had improved during the past year, a new record level.

** As a result of the federal tax cut, a somewhat smaller proportion of families expected increased take-home pay in 1983 (22 percent) than in 1982 (28 percent). The median expected additional take-home pay was $25 per month in 1983, unchanged from the 1982 figure. Although overall spending intentions did not significantly change during the past year, spending plans have shifted towards major new purchases and away from meeting current needs and expenses.

** More families than ever before rated buying conditions for houses favorably in the June 1983 survey (66 percent). Favorable attitudes towards buying conditions for cars were held by 63 percent of all families, just below the all-time record of 66 percent recorded in April and May 1983. In each case, lower interest rates and lower prices led to these favorable attitudes.

** For the first time in more than a year, a higher proportion of respondents in the June 1983 survey expected increases rather than declines in interest rates (29 versus 27 percent). Just three months earlier, in March 1983, more than twice as many families expected declines rather than increases in interest rates (41 versus 19 percent). Given the heightened dependence of buying attitudes on interest rates, actual increases in interest rates are likely to cause serious and immediate reversals in favorable buying attitudes.

* * *

Consumers remained very optimistic in the June 1983 survey about the outlook for their own financial sitution as well as for the economy in general. Following the rapid rise of more than 20 Index-points since January, the one month decline of just 1 Index-point does not represent a change in the underlying upward momentum. Even if the Index did not rise much above its current level, consumer spending in late 1983 and early 1984 can be expected current level, consumer spending in late 1983 and early 1984 can be expected to benefit from the very favorable attitudes already recorded.

Monitoring Economic Change Program
Institute for Social Research • P.O. Box 1248 • Ann Arbor, Michigan 48106 • (313) 763-5224

Record Awareness of Improved Business Conditions

Favorable developments in economic conditions continue to dominate the news heard and recalled by consumers in the June 1983 survey. The June 1983 survey marked the fourth consecutive month which set a new record level of favorable perceptions of recent economic developments. More than twice as many favorable as unfavorable developments were reported in June 1983 (83 versus 31 percent), nearly the reverse of the negative balance recorded one year earlier (24 versus 87 percent). The improvement recorded since the start of 1983 has been due to favorable changes in employment/unemployment trends. Among all families, 31 percent mentioned instances where employment had increased, up from 28 percent in May and just 12 percent in January. In contrast, references to increases in unemployment fell to 21 percent in June 1983 from 43 percent at the start of the year. Among all families in the June 1983 survey, 64 percent reported that overall business conditions had improved during the past year, a new record level, up from just 16 percent in January.

Consumers remain very optimistic about the outlook for the economy during the year ahead. Among all families in the June 1983 survey, 49 percent expected business conditions to improve, down from the all-time peak of 55 percent recorded in May, but well above the 37 percent recorded one year earlier. Only 7 percent expected business conditions to worsen in the next year, just above the 6 percent recorded in May, and well below the 26 percent recorded a year earlier. The expected decline in unemployment has been the dominant factor associated with the improvement during the past year. Unemployment was expected to decline by 37 percent of all respondents in the June 1983 survey, down from 42 percent in May, but more than twice the 16 percent recorded one year earlier. The proportion of respondents that expected increases in unemployment was 15 percent in June 1983, up from 13 in May, but less than a third of the 48 percent recorded in June 1982.

Personal Finances Improve

For the third consecutive month, families in the June 1983 survey more frequently reported that their personal financial situation had improved rather than worsened during the past year (38 versus 28 percent). This represents the most favorable balance of opinion in more than five years. The recent improvement has been due to more frequent reports of income increases, which rose to 32 percent in June 1983, up from 29 percent in May and 27 percent in June 1982. Although reports of income declines fell to 19 percent in June from a high of 26 percent three months earlier, it remains above the 18 percent recorded in June 1982.

Consumers remained very optimistic about the outlook for their personal financial situation during the year ahead: four times as many families expected improvement rather than a worsening financial situation. Compared with a year earlier, in the June 1983 survey fewer families expected their incomes to decline (17 to 13 percent), and more frequently expected their family incomes to remain unchanged during the year ahead (21 to 28 percent).

1983 Tax Cut

In the June 1983 survey, respondents were asked whether they expected their monthly take-home income to change as a result of the tax legislation, repeating questions asked in earlier surveys (see Table A). Fewer respondents reported that they expected their incomes to increase in the June 1983 survey (22 percent) than in 1982 (28 percent) or in 1981 (46 percent). Among those families that expected increases in their take-home pay, the median monthly expected increase was $25 in June 1983, unchanged from the 1982 figure, and just half the amount expected in 1981.

When asked whether they plan to save or spend the increase in after-tax income, families more frequently reported spending plans in June 1983 (46 percent), than in 1982 (43 percent) or 1981 (25 percent). In contrast to 1982 when almost the entire increase in spending plans was related to meeting current needs and expenses, the increase in spending plans recorded in 1983 was concentrated in plans to make major new purchases such as household durables, vehicles, and home additions and repairs. Nonetheless, two-thirds of all spending plans remain relegated to meeting current needs and expenses. Compared with a year earlier, respondents somewhat more frequently expect to save the additional after-tax income (28, up from 25 percent), while somewhat fewer respondents reported that they expected to use the added income to repay debt (19, down from 23 percent).

Favorable Buying Attitudes

In the June 1983 survey, two-thirds of all American families rated buying conditions for houses favorably, the highest proportion ever recorded. The pace as well as the extent of improvement recorded during the past year has set new records. The proportion of families giving favorable evaluations of buying conditions for houses rose from the all-time low of 15 percent in July 1982 to the all-time high of 66 percent in June 1983. The major reasons given by consumers for this abrupt turnaround in house buying attitudes have been lower mortgage rates and lower housing prices. During the past year, complaints of high mortgage rates fell from 75 to 23 percent, while references to the availability of lower mortgage rates rose from 7 to 61 percent. Mentions of the availability of lower housing prices rose to 20 percent in June 1983 from 15 percent one year earlier, while references to high housing prices fell to 13 from 27 percent.

The last cyclical peak in favorable attitudes toward buying conditions for houses was recorded in May 1977, when 63 percent of all families rated house buying conditions favorably. At that time, the major reason given for favorable house buying attitudes involved buy-in-advance price rationales, reported by 47 percent of all families in the May 1977 survey. In sharp contrast, in the June 1983 survey, just 8 percent of all families mentioned buy-in-advance price rationales. In 1977, more families referred to high rather than low housing prices, while at the 1983 peak, low rather than high prices were more frequently mentioned. As shown in the table below, just as favorable house buying attitudes in 1977 were dominated by buy-in-advance price rationales, favorable house buying attitudes in 1983 were dominated by the appeal of lower mortgage rates.

The proportion of American families holding favorable attitudes towards buying conditions for cars was 63 percent in June 1983, just below the all-time record of 66 percent recorded in both April and May 1983. The primary reason for favorable car buying attitudes has been the availability of lower interest rates, mentioned by 40 percent of all respondents for the third consecutive month, while complaints of high interest rates fell to just 6 percent in the June 1983 survey. Compared with a year earlier, mentions of lower prices and rebates fell from 32 to 23 percent, but references to high car prices fell by a greater amount, from 33 to 20 percent, providing a small

	Houses		Cars	
	May 1977	June 1983	March 1978	June 1983
Proportion Holding Favorable Attitudes	63%	66%	55%	63%
Selected Reasons:				
Low prices	4	20	12	23
High prices	22	13	20	20
Low interest	12	61	2	40
High interest	10	23	2	6
Buy-in-advance	47	8	34	11

net positive impact. Following the extensive rise during recent months in favorable attitudes toward market conditions for cars, the June 1983 survey recorded a significant increase in the formation of specific car purchase intentions. Among all families, 22 percent said they intended to purchase a car during the upcoming year in the June 1983 survey, the highest level recorded since February 1977. The expected timing of these intended purchases is concentrated in the fourth quarter of 1983.

Interest Rate Expectations Edge Upward

For the first time in more than a year, the June 1983 survey recorded a higher proportion of respondents that expected increases rather than declines in interest rates. Declines in interest rates during the year ahead were expected by 27 percent of all families in June 1983, down from 31 percent one month earlier, and 41 percent three months earlier. Increases in interest rates were expected by 29 percent in June 1983, up from 20 percent in May. Despite these recent declines, interest rate expectations remain at relatively favorable levels.

The heightened dependence of buying attitudes on interest rates will continue to shape subsequent developments in buying attitudes. Further declines in interest rates will continue to support favorable buying attitudes, while increases in interest rates are likely to cause serious and immediate reversals in favorable buying attitudes. Even if interest rates were to stabilize at current levels, their favorable impact on buying attitudes would gradually recede over time as people became accustomed to the prevailing rates.

TABLE A

EXPECTED CHANGE IN MONTHLY TAKE-HOME PAY IF PERSONAL INCOME TAX REDUCTIONS ARE ADOPTED

Expect Take-home Pay to...	1981	1982	1983
Increase	46%	28%	22%
Stay the same	40	55	57
Decrease	2	5	6
Does not pay taxes	6	7	11
Don't know	2	2	3
Not ascertained	4	3	1
Total	100%	100%	100%
Cases	1224	2770	714
Expect Increase in Monthly Take-home Pay			
Median	$50	$24	$25
Planned Use of Increase in Take-home Pay			
Spend	25%	43%	46%
New purchases	8	8	15
Current expenses	17	35	31
Repay debt	21	23	19
Save, invest	41	25	28
Both spend and save	4	4	6
Don't know, not ascertained	9	5	1
Total	100%	100%	100%
Amount of Difference that Added Income Makes			
Considerable difference	NA	5%	9%
Small difference		39	44
Practically none		49	42
Don't know, not ascertained		7	5
Total		100%	100%

The questions were: April-May 1981: "If the personal income tax reductions were actually passed, would you expect your monthly take-home pay to increase, stay the same, or what?" IF INCREASE: "About how much more money would you expect to take home each month?" "What do you think you would do with this money--spend it, save it, invest it, repay debts, use it for a down-payment on something, or what?"

July-October 1982, June 1983: "As a result of the [YEAR] federal tax cut, would you expect your monthly take-home pay to increase, stay the same, or what?" IF INCREASE: "About how much money would you expect to take home each month?" "What do you think you would do with this money--spend it, save it, invest it, repay debts, use it for a down-payment on something, or what?" "Does the amount of extra income you get from the tax cut make a considerable difference to you, or only a small difference, or practically none?"

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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

JULY 1983

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

JULY 1983

The July 1983 survey is the 178th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

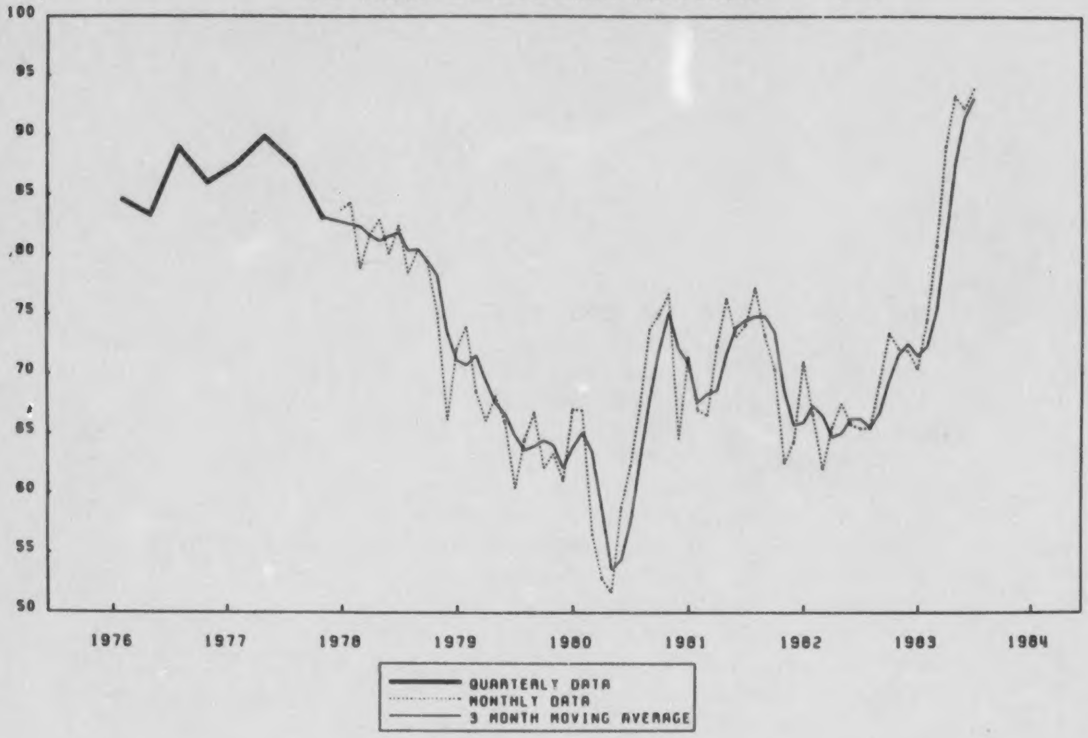


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

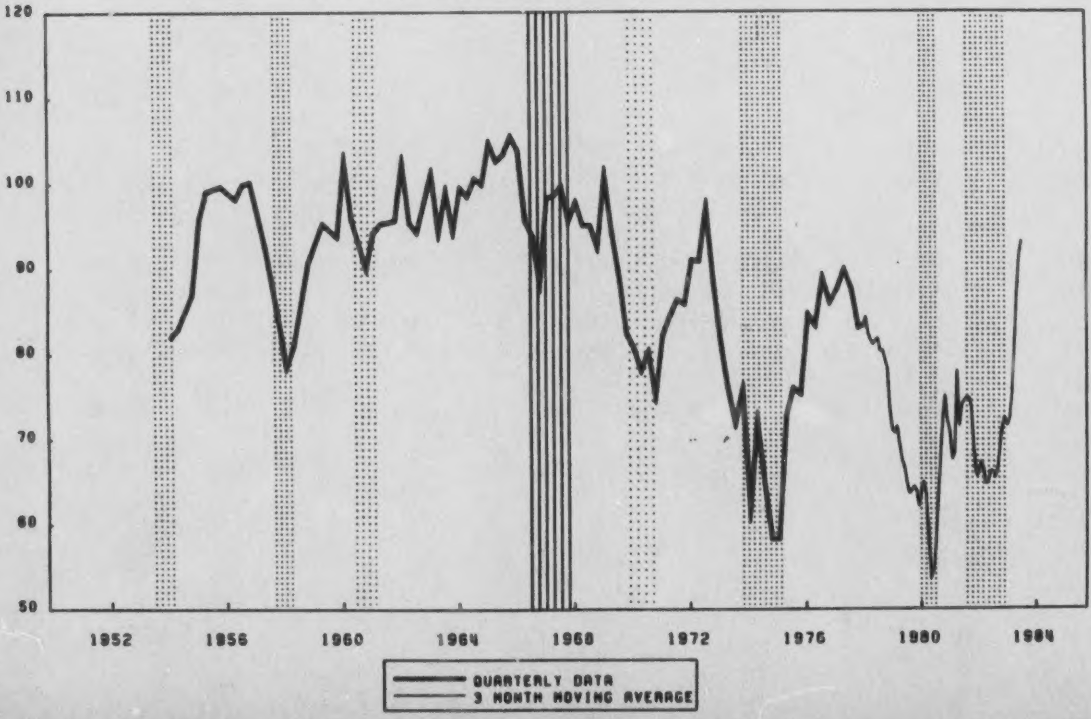


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY		All families	Families with incomes over $20,000	Families with incomes over $25,000
July	1980	62.3	67.6	67.3
August	1980	67.3	70.9	74.2
September	1980	73.7	78.1	78.5
October	1980	75.0	76.3	78.7
November	1980	76.7	82.7	87.5
December	1980	64.5	66.9	68.6
January	1981	71.4	74.8	77.1
February	1981	66.9	74.2	77.5
March	1981	66.5	72.1	73.7
April	1981	72.4	77.1	78.0
May	1981	76.3	80.8	85.0
June	1981	73.1	81.2	82.9
July	1981	74.1	80.8	82.1
August	1981	77.2	82.7	85.0
September	1981	73.1	75.2	73.3
October	1981	70.3	74.5	77.9
November	1981	62.5	67.2	66.3
December	1981	64.3	71.0	71.1
January	1982	71.0	77.9	77.8
February	1982	66.5	71.5	72.8
March	1982	62.0	67.0	67.9
April	1982	65.5	71.5	73.2
May	1982	67.5	72.7	74.8
June	1982	65.7	71.4	72.9
July	1982	65.4	68.9	69.2
August	1982	65.4	71.0	73.6
September	1982	69.3	78.4	81.1
October	1982	73.4	77.5	80.9
November	1982	72.1	79.3	81.1
December	1982	71.9	78.0	80.5
January	1983	70.4	78.2	78.8
February	1983	74.6	79.9	81.3
March	1983	80.8	88.4	88.9
April	1983	89.1	97.1	99.0
May	1983	93.3	99.6	101.0
June	1983	92.2	101.2	102.5
July	1983	93.9	104.4	106.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

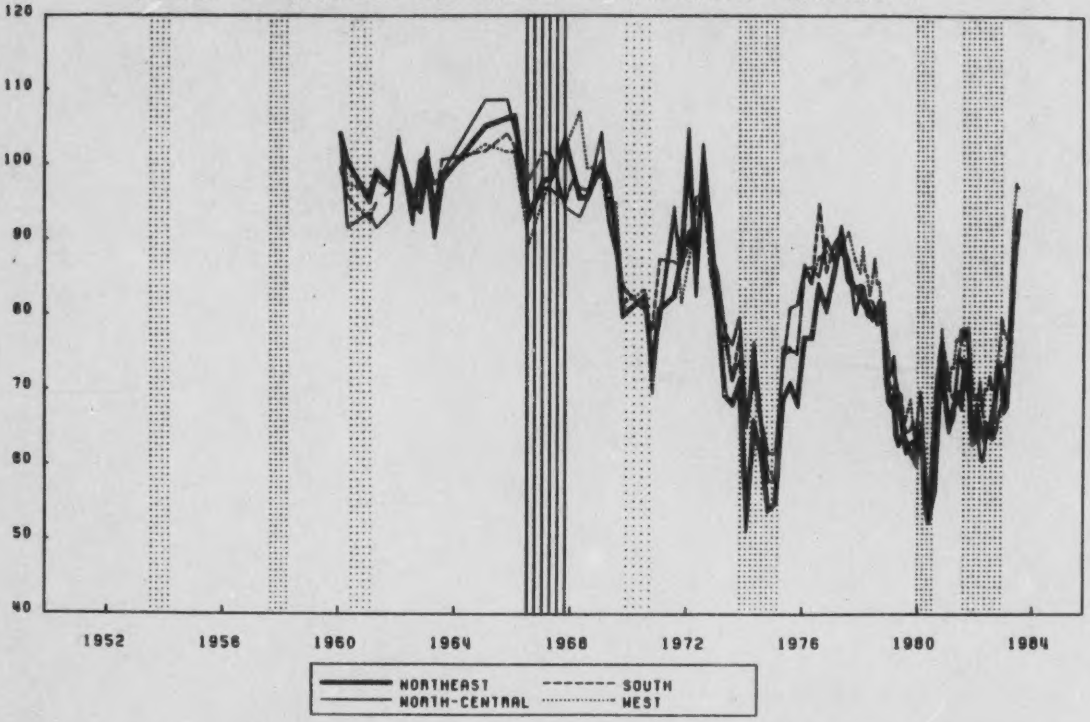


CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

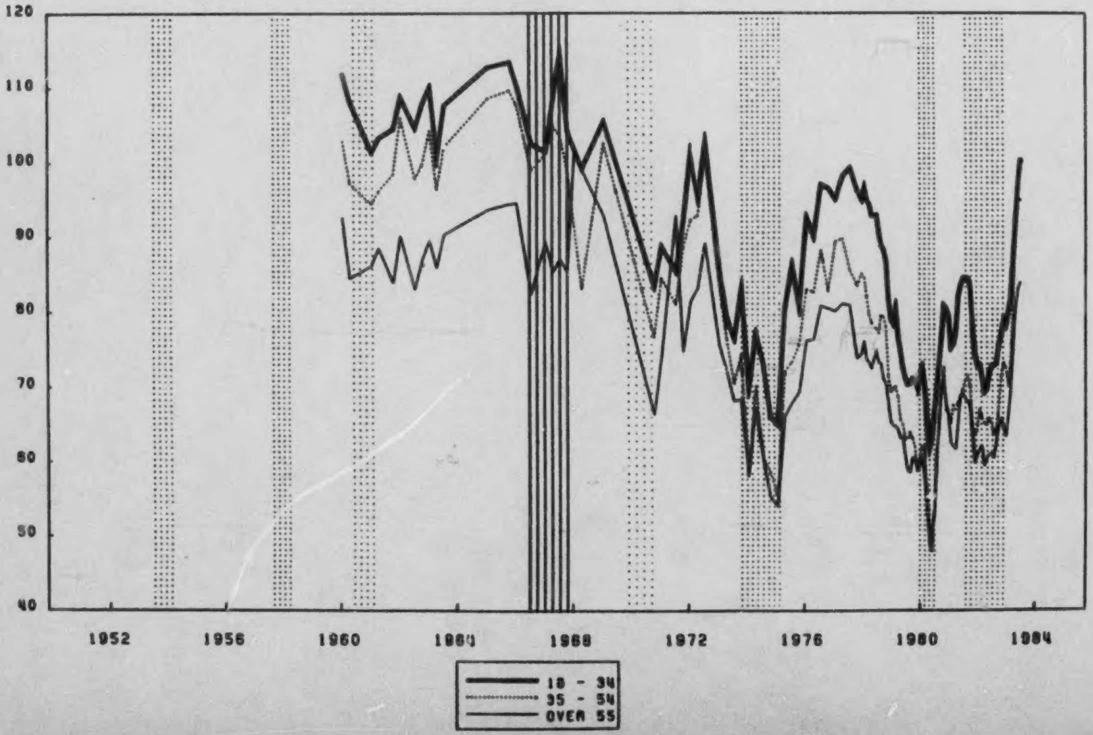


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
July	1980	55.9	58.5	66.4	68.6	69.9	58.1	58.8
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April	1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
May	1983	88.3	90.7	93.3	102.7	97.2	97.1	84.9
June	1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9
July	1983	98.3	93.8	89.9	94.3	106.0	93.6	83.0

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

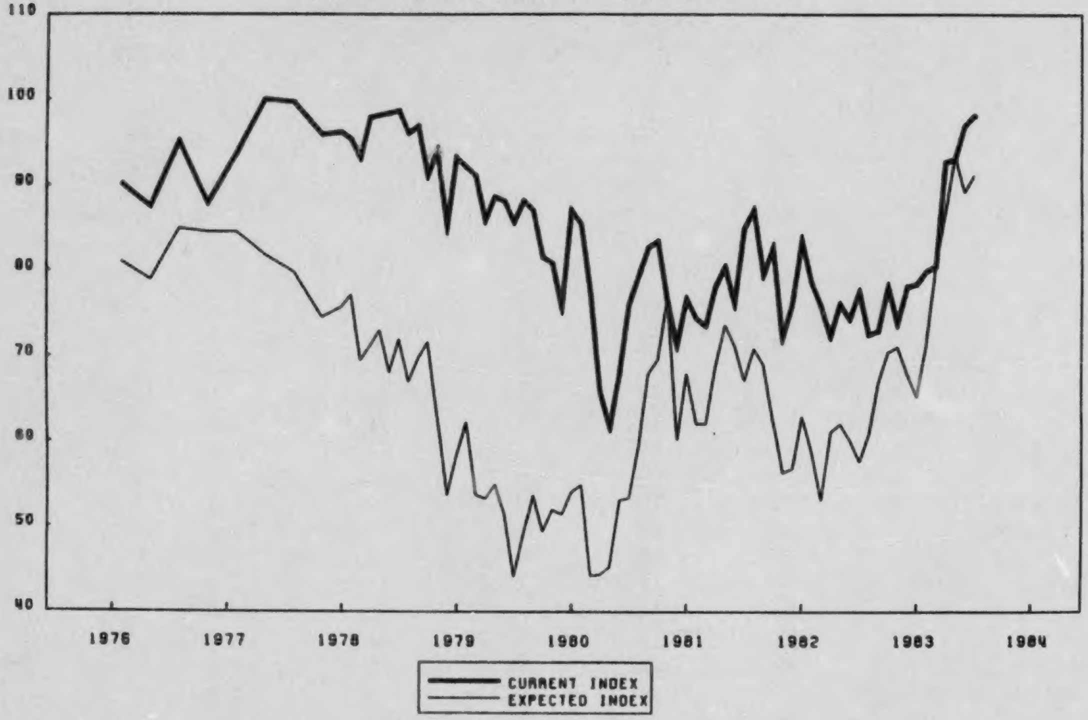


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

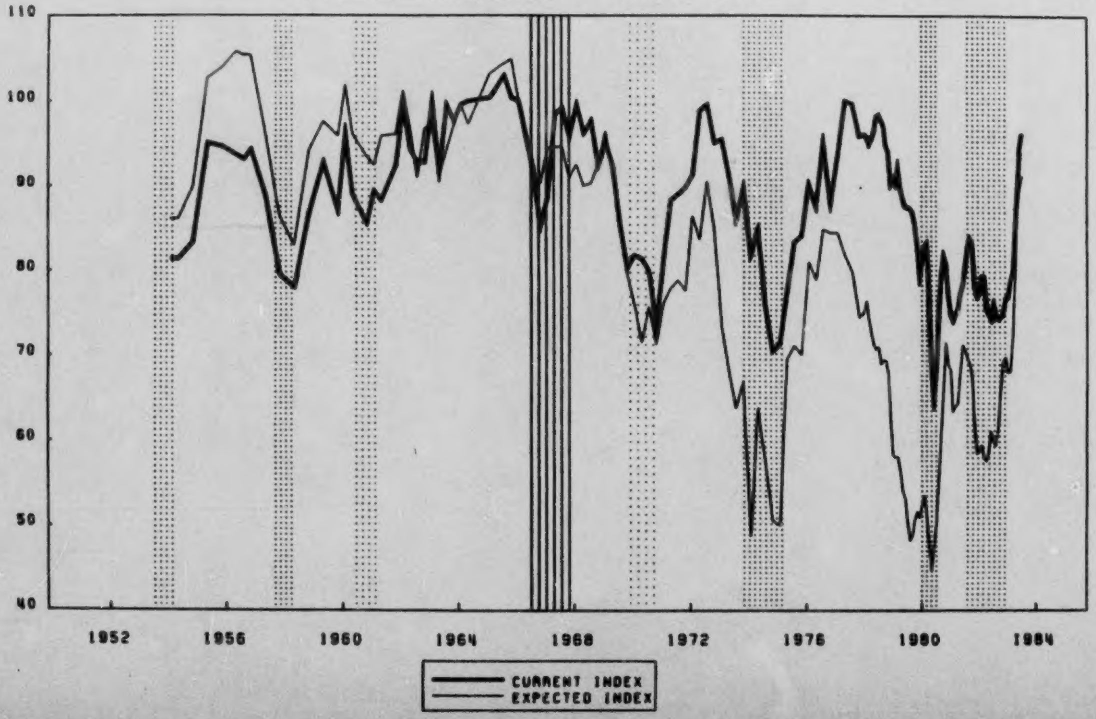


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions				
DATE OF SURVEY	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
July 1980	90	105	45	58	104	76.1	53.4
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9
April 1983	108	131	120	99	131	92.7	86.9
May 1983	101	137	139	100	139	93.1	93.4
June 1983	110	128	134	97	141	96.9	89.2
July 1983	111	126	136	104	143	98.1	91.1

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

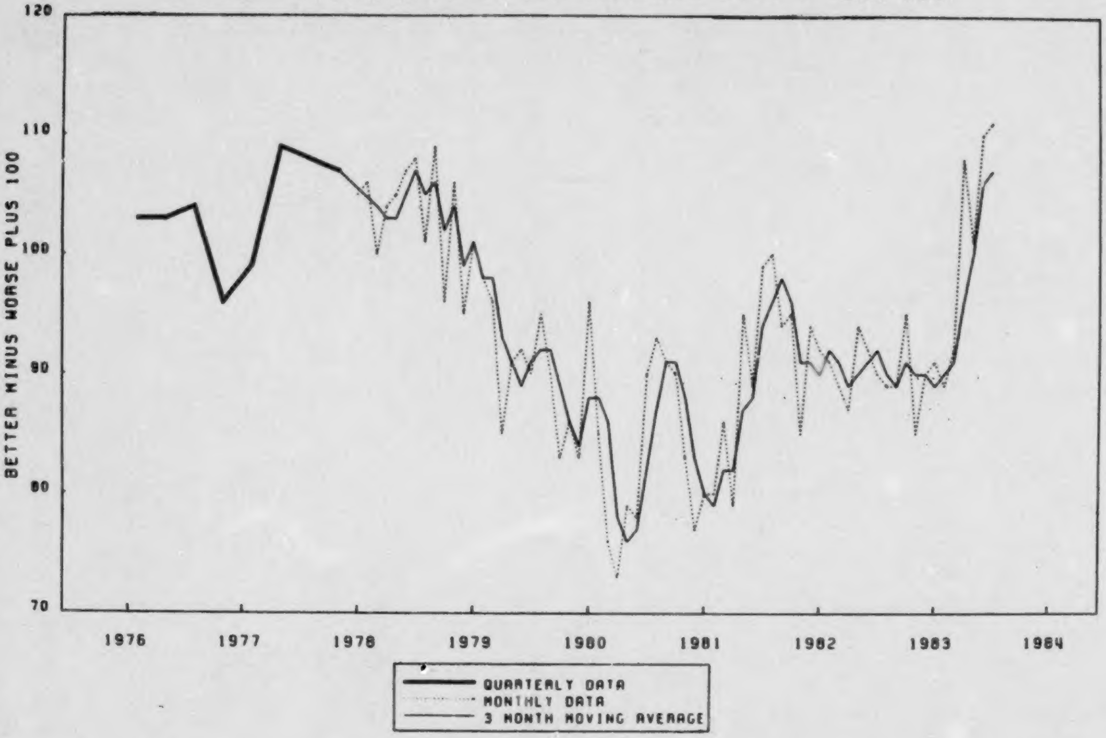


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

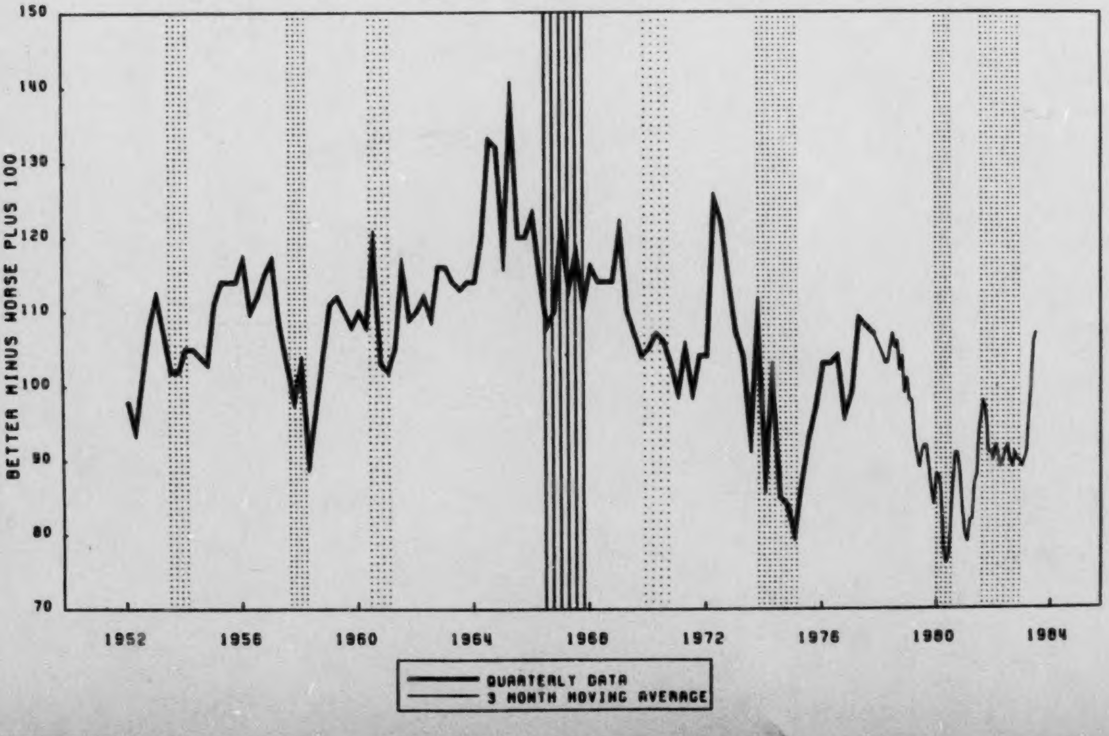


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
BETTER OFF	31%	29%	31%	34%	31%	28%	29%	30%	31%	39%	34%	38%	40%
SAME	28	30	27	27	23	34	33	29	30	30	33	33	31
WORSE OFF	41	40	42	39	46	38	38	41	39	31	33	28	29
DK,NA	*	1	*	*	*	*	*	*	*	*	*	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

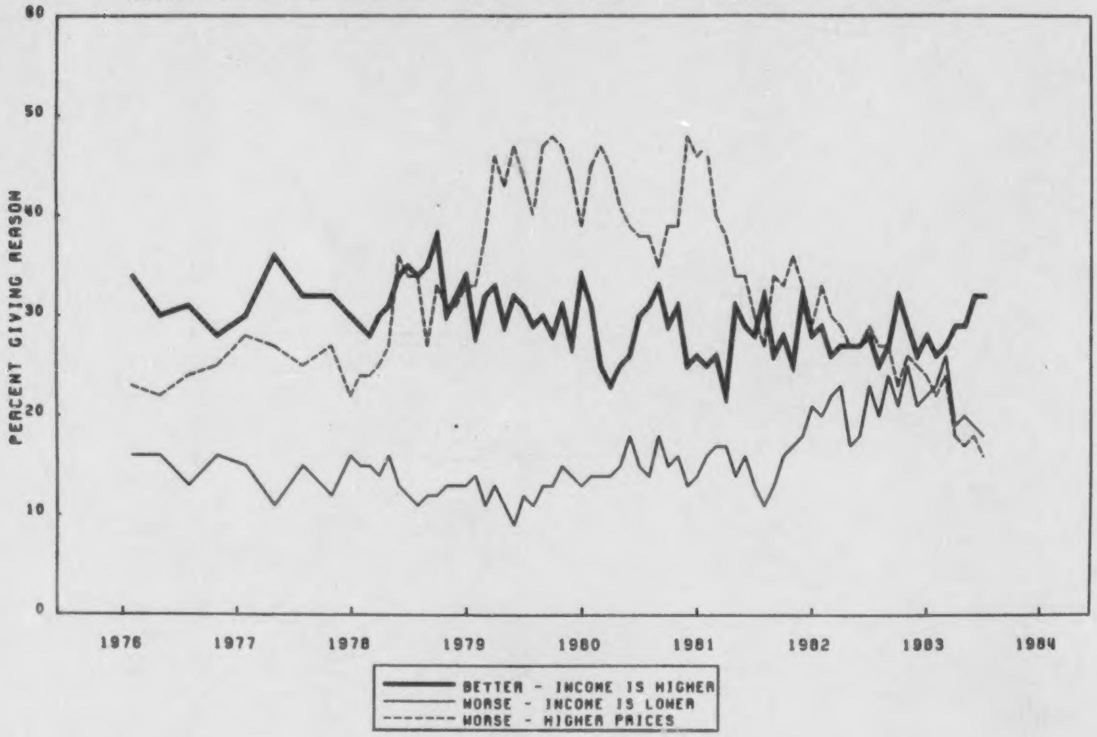


CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

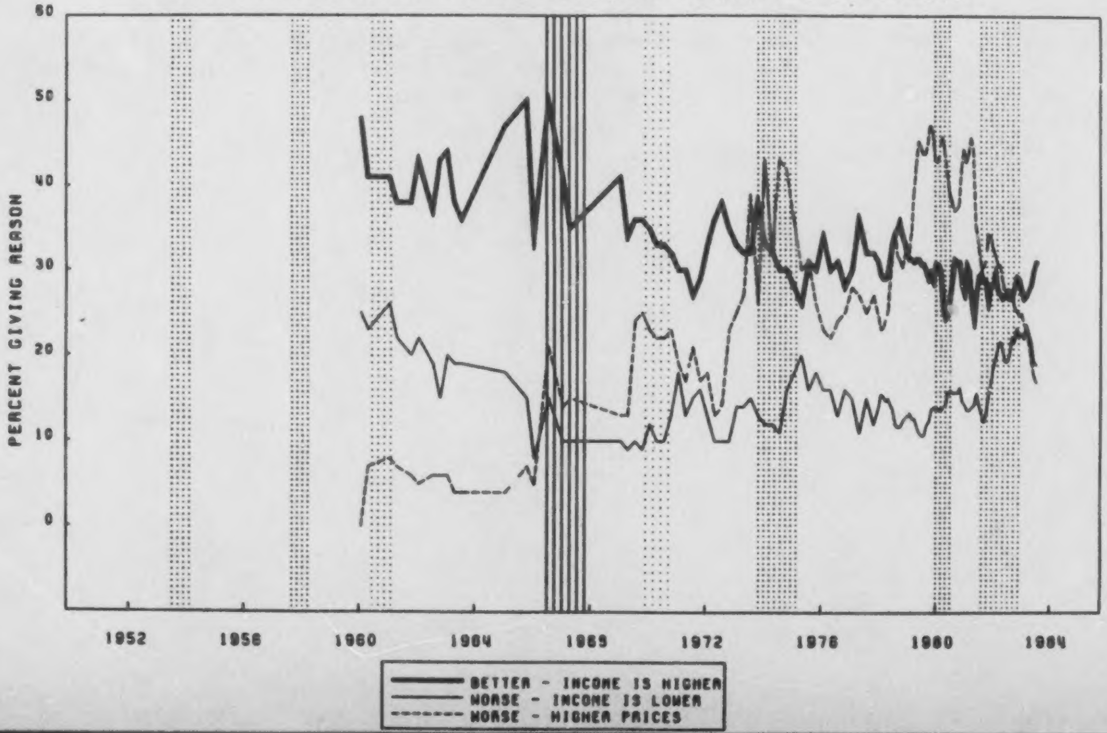


CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	28%	25%	27%	32%	29%	26%	28%	26%	27%	29%	29%	32%	32%
WORSE OFF THAN YEAR AGO:													
Income is lower	23	20	24	21	25	21	22	23	26	19	20	19	18
Higher prices	29	27	27	23	26	25	24	22	24	18	17	18	16

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

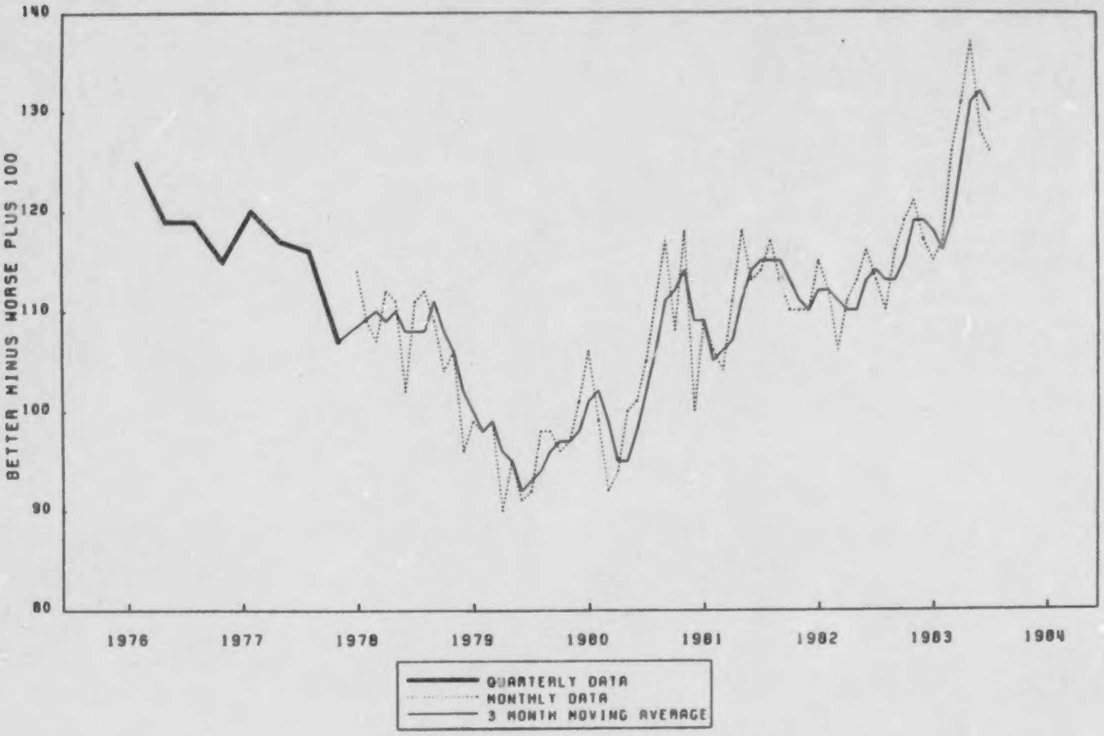


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

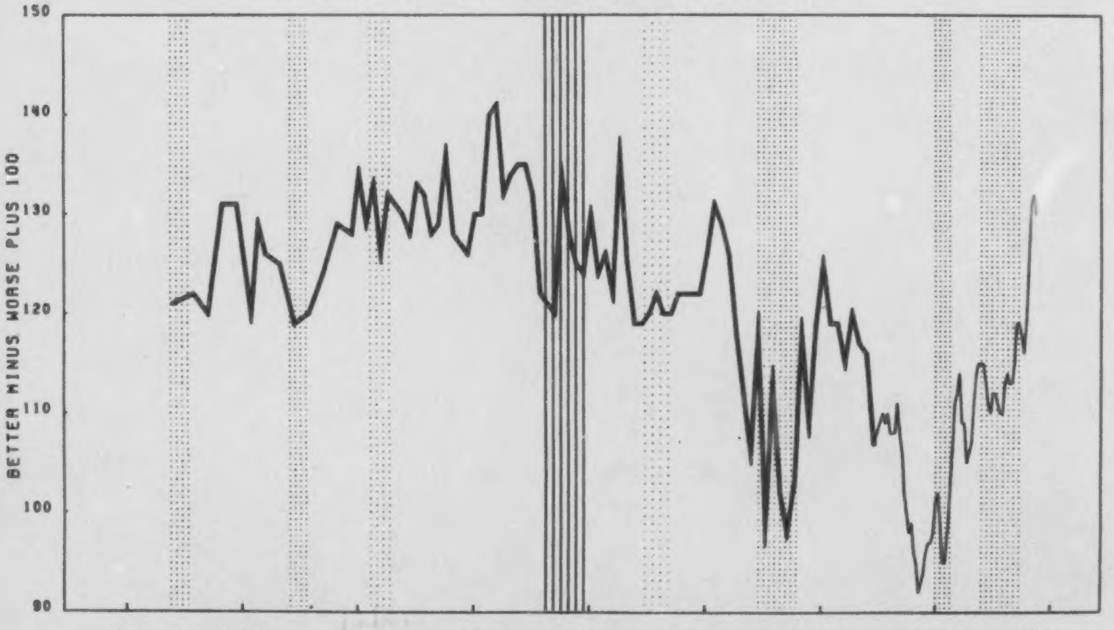


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
BETTER OFF	30%	30%	33%	35%	37%	34%	34%	33%	39%	40%	43%	37%	35%
SAME	49	46	48	45	43	46	44	47	46	47	47	52	52
WORSE OFF	17	20	17	16	16	17	19	16	13	9	6	9	9
DK,NA	4	4	2	4	4	3	3	4	2	4	4	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

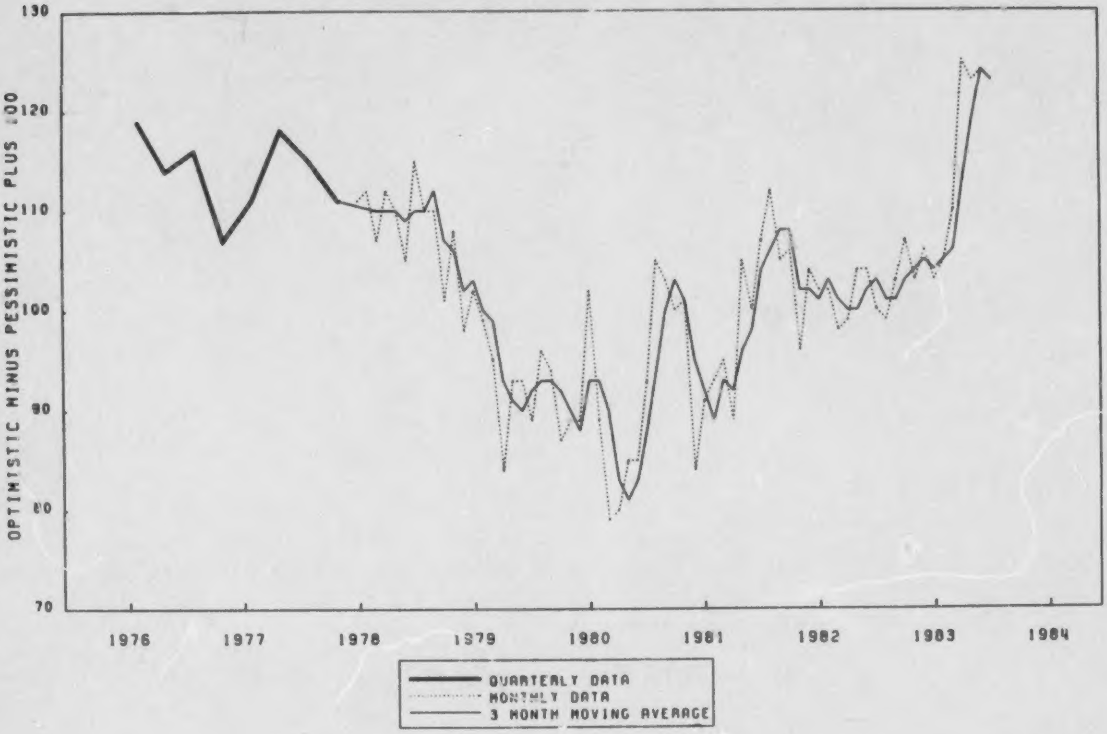


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

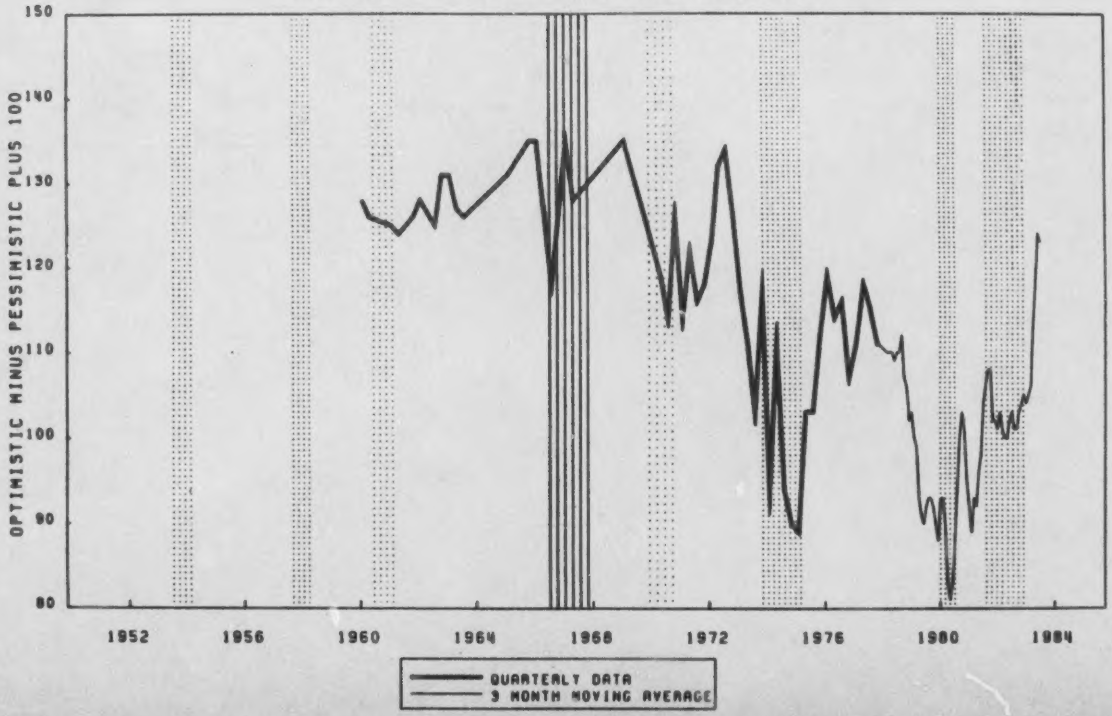


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	15%	15%	18%	16%	14%	15%	13%	16%	19%	18%	19%	20%
Intermittent increase (b)	19	18	21	20	19	22	20	22	22	26	25	26	24
Remain unchanged (c)	17	18	16	14	12	18	16	16	16	18	18	20	21
Intermittent decline (d)	23	21	22	21	22	18	21	20	21	15	18	17	16
Continuous decline (e)	11	13	11	10	10	12	11	10	7	5	2	4	5
Mixed change (f)	11	11	12	12	18	13	13	14	16	13	15	11	10
DK,NA	4	4	3	5	3	3	4	5	2	4	4	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

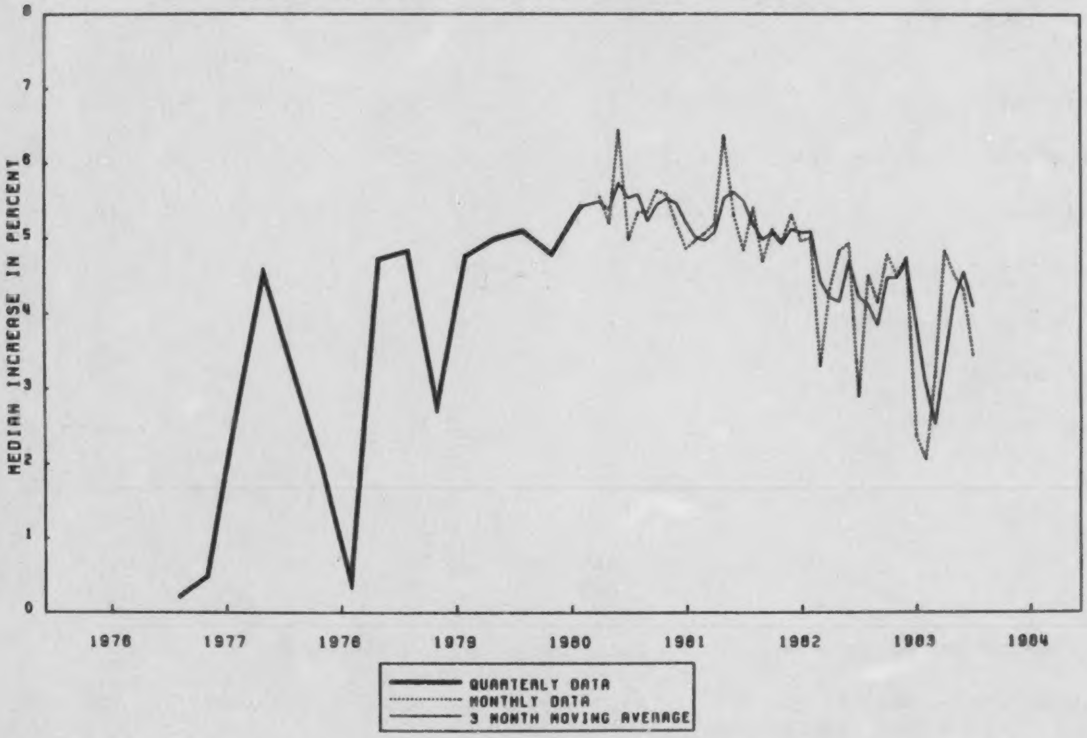


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
EXPECT INCREASE:													
1-4%	9%	8%	6%	7%	6%	6%	11%	7%	7%	9%	8%	8%	9%
5%	8	7	9	9	9	10	9	9	10	12	9	11	12
6-9%	10	12	9	11	7	9	8	8	10	12	8	11	10
10-24%	17	18	21	18	19	22	13	16	16	19	20	16	15
25% or more	6	7	7	8	9	7	7	8	7	7	9	8	7
DK how much up	6	6	4	7	6	4	6	4	5	4	5	4	4
EXPECT SAME	27	24	30	23	27	24	28	30	26	25	26	28	28
EXPECT DOWN	16	15	13	14	14	17	17	16	17	10	14	13	13
DK,NA	1	3	1	3	3	1	1	2	2	2	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

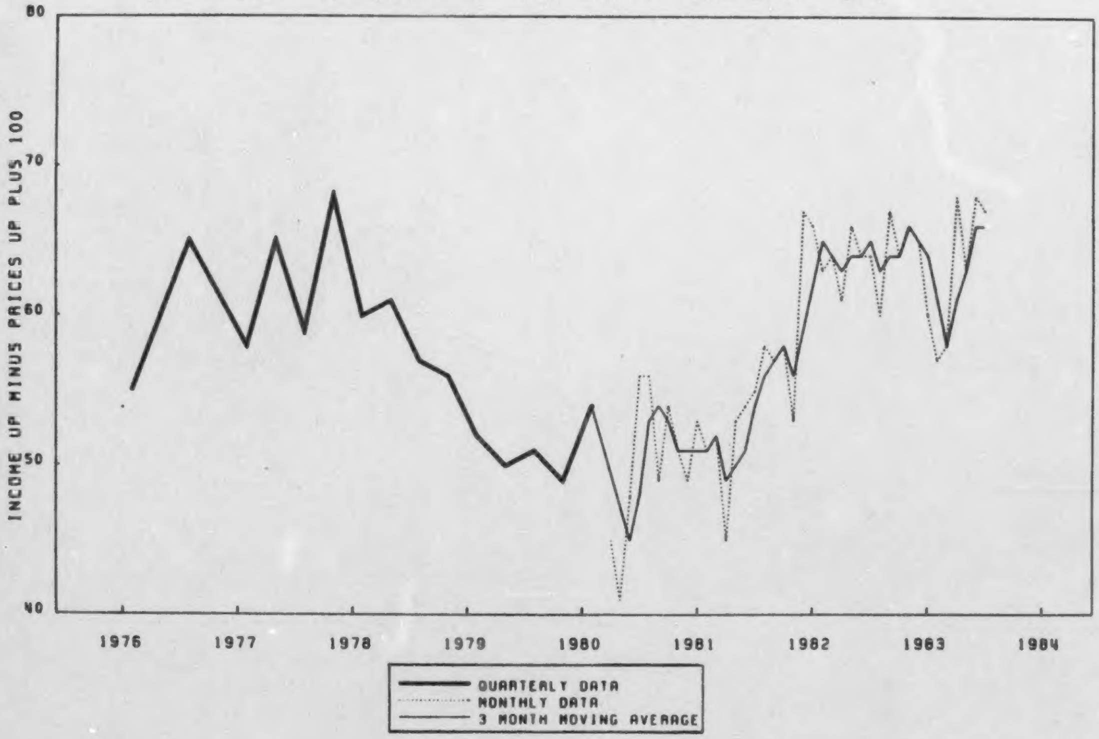


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
INCOME UP MORE	17%	14%	17%	18%	16%	14%	14%	14%	16%	17%	16%	17%	18%
INCOME UP SAME	29	30	32	27	33	35	30	27	25	32	30	32	29
PRICES UP MORE	53	54	50	54	50	49	54	57	58	49	53	49	51
DK,NA	1	2	1	1	1	2	2	2	1	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES

INCOME OR PRICES UP MORE NEXT YEAR

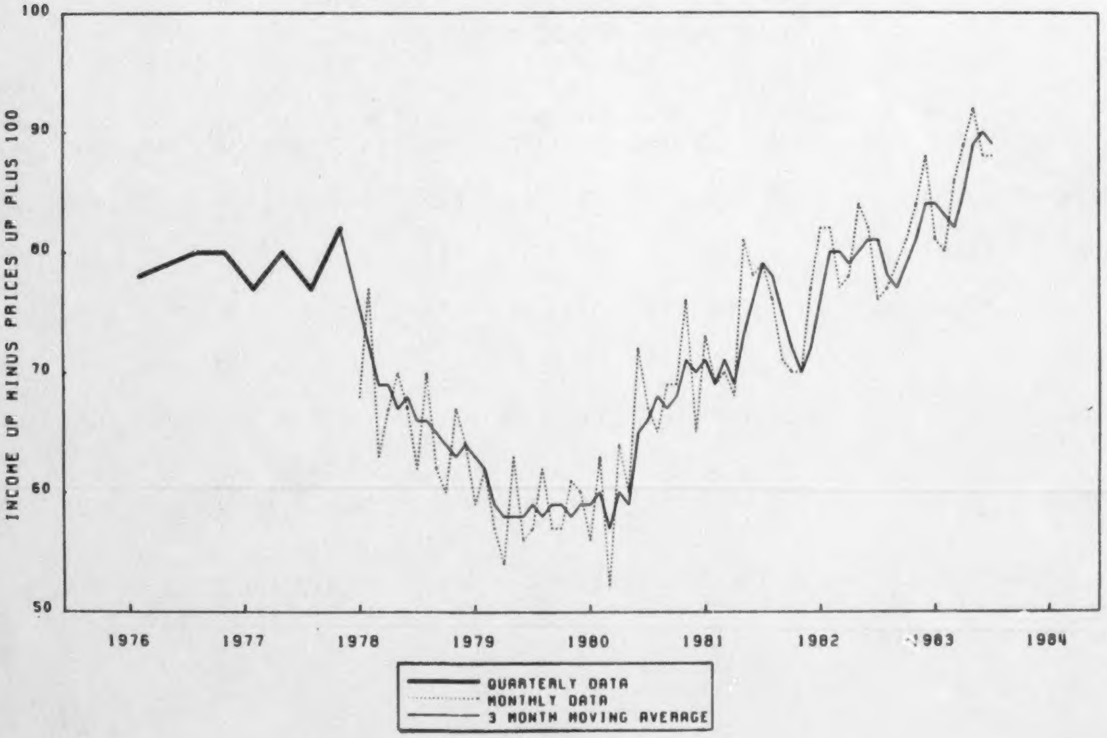


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
INCOME UP MORE	16%	17%	20%	18%	19%	21%	19%	16%	21%	19%	24%	20%	22%
INCOME UP SAME	41	40	37	42	42	44	40	44	41	46	42	46	41
PRICES UP MORE	40	40	41	37	35	33	38	36	35	30	32	32	34
DK,NA	3	3	2	3	4	2	3	4	3	5	2	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

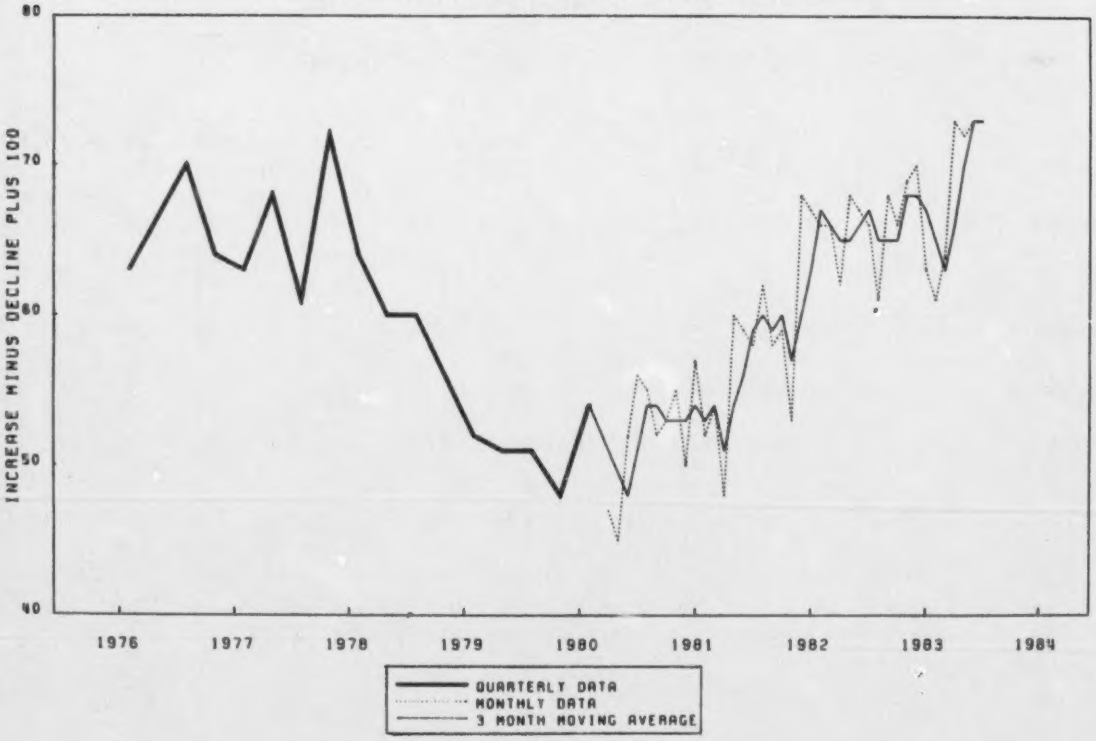


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	8%	9%	9%	9%	8%	8%	8%	10%	9%	10%	9%	10%
Intermittent increase (b)	11	8	12	10	10	11	9	8	8	11	10	12	13
Remain unchanged (c)	19	19	18	17	19	21	18	17	15	21	19	21	17
Intermittent decline (d)	21	23	21	23	25	25	24	27	27	23	23	23	23
Continuous decline (e)	32	32	32	30	25	24	30	28	27	24	25	25	27
Mixed change (f)	5	6	5	8	7	7	7	7	9	7	11	7	7
DK,NA	4	4	3	3	5	4	4	5	4	5	2	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

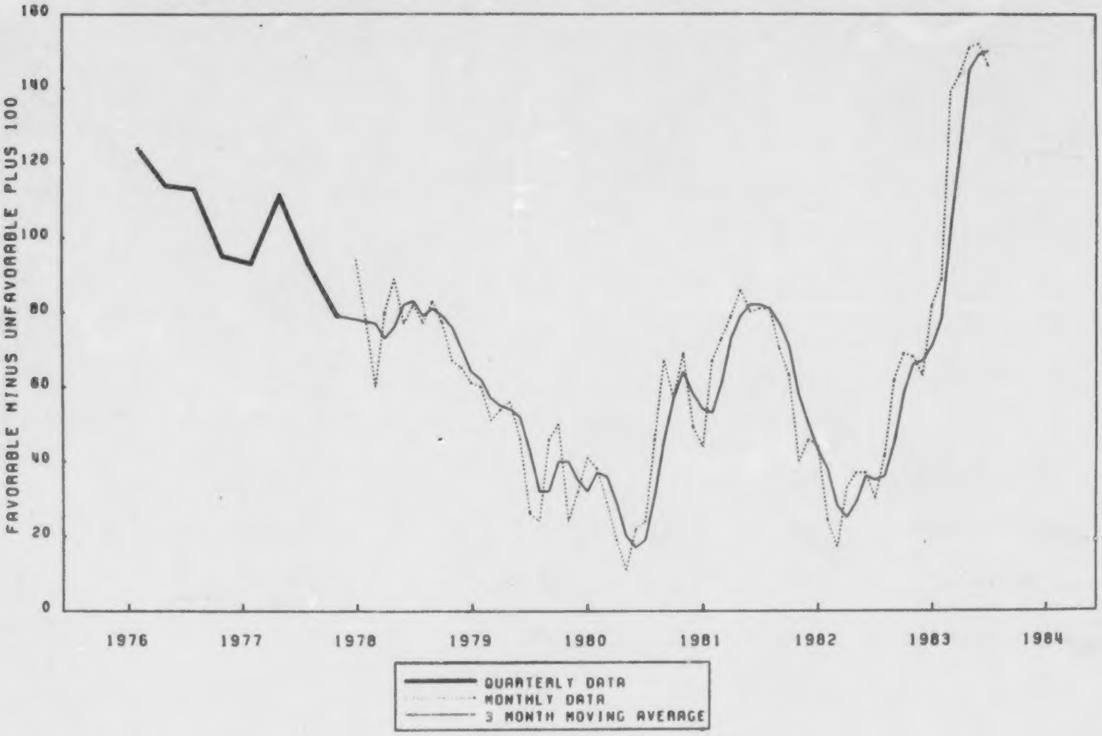


CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

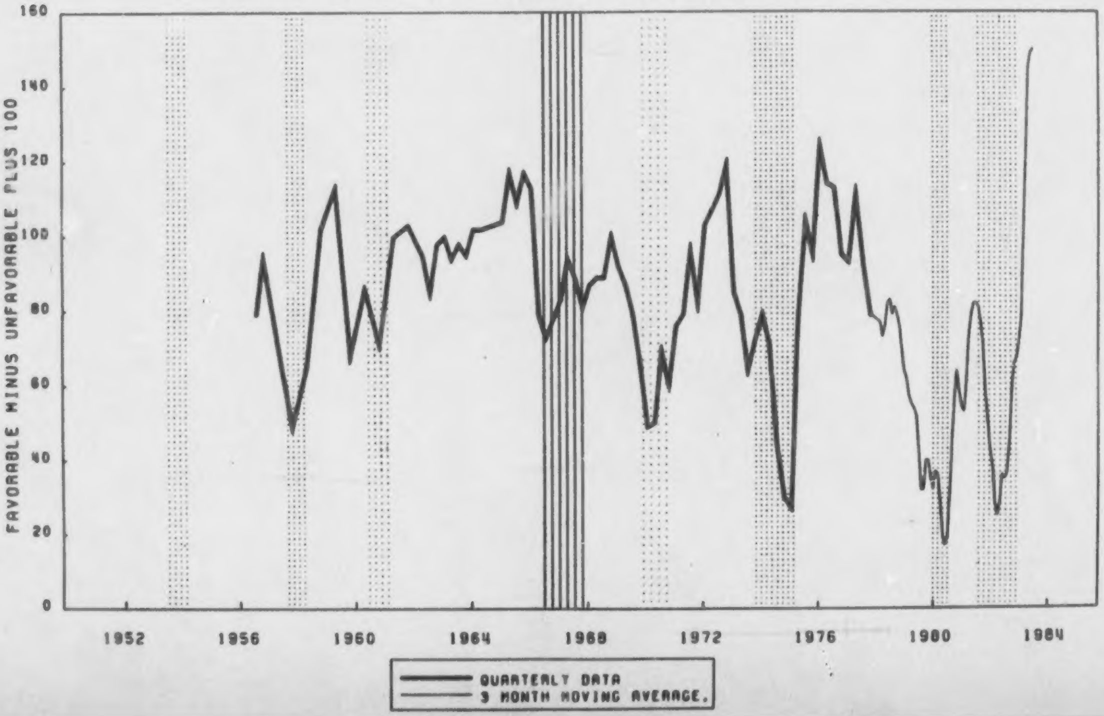


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
FAVORABLE NEWS	20%	28%	40%	39%	40%	39%	47%	49%	79%	76%	80%	83%	74%
UNFAVORABLE NEWS	90	86	78	70	72	76	65	60	40	32	29	31	28
NO MENTIONS	31	26	26	29	29	27	28	32	28	32	31	27	34

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

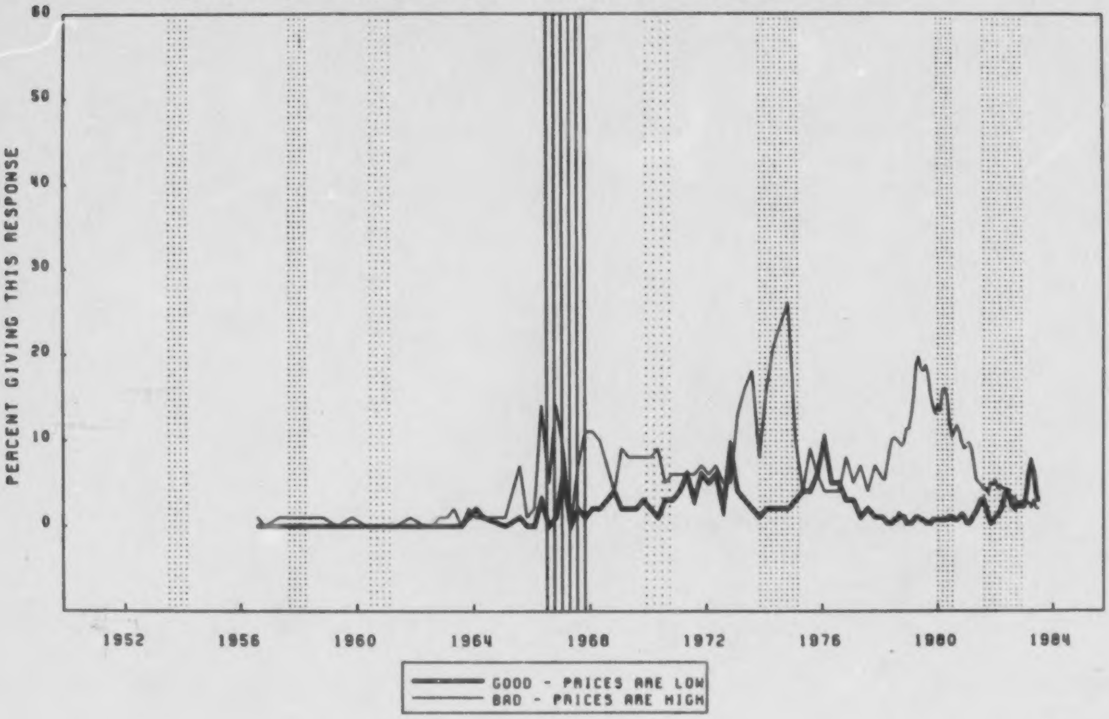


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

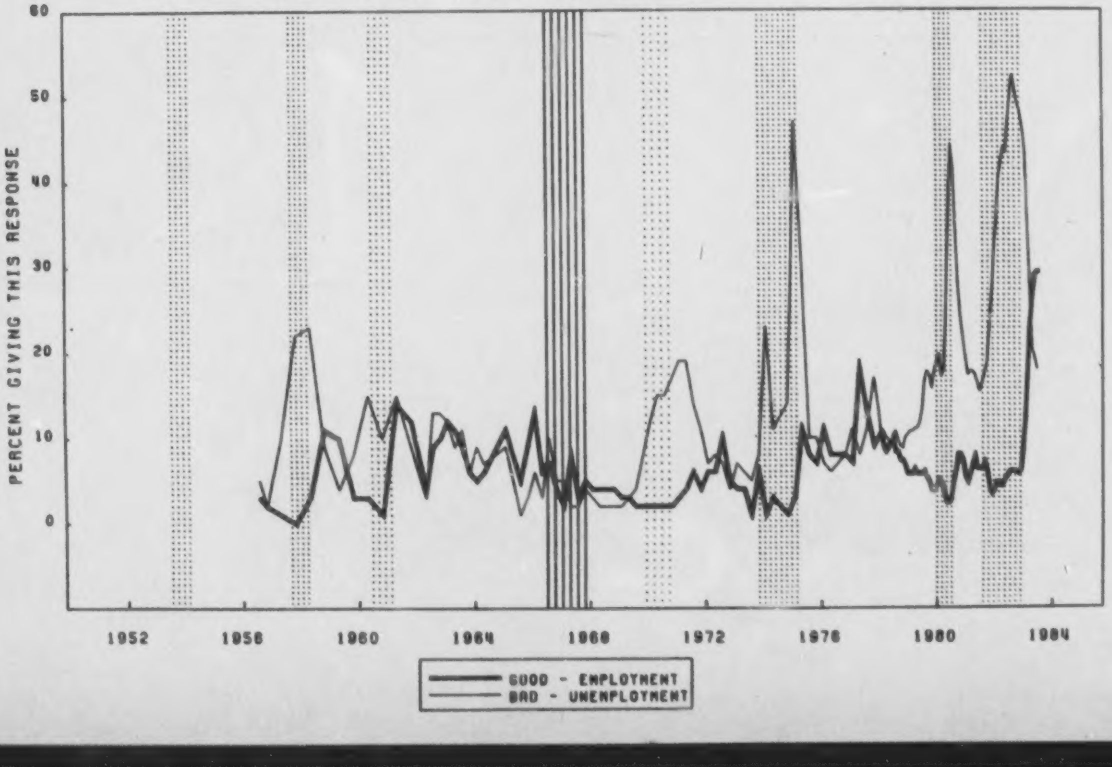


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
FAVORABLE NEWS:													
Government; elections	2%	1%	3%	1%	2%	2%	3%	2%	2%	2%	1%	1%	2%
Employment	5	7	6	5	6	7	12	17	22	29	28	31	29
Consumer demand high	2	3	1	2	2	3	4	6	8	8	11	12	11
Prices are low	2	2	2	3	2	2	3	6	9	7	3	3	3
Credit is easy	3	9	17	17	18	15	15	9	17	15	16	17	11
UNFAVORABLE NEWS:													
Government; elections	4	4	4	3	2	3	3	4	2	3	3	2	2
Unemployment	52	53	52	48	47	49	43	39	24	20	17	21	16
Consumer demand low	8	6	5	5	7	8	5	3	3	3	2	2	2
Prices are high	3	3	4	1	3	2	3	3	2	1	3	2	1
Credit is tight	9	6	3	3	1	1	2	1	*	1	1	1	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

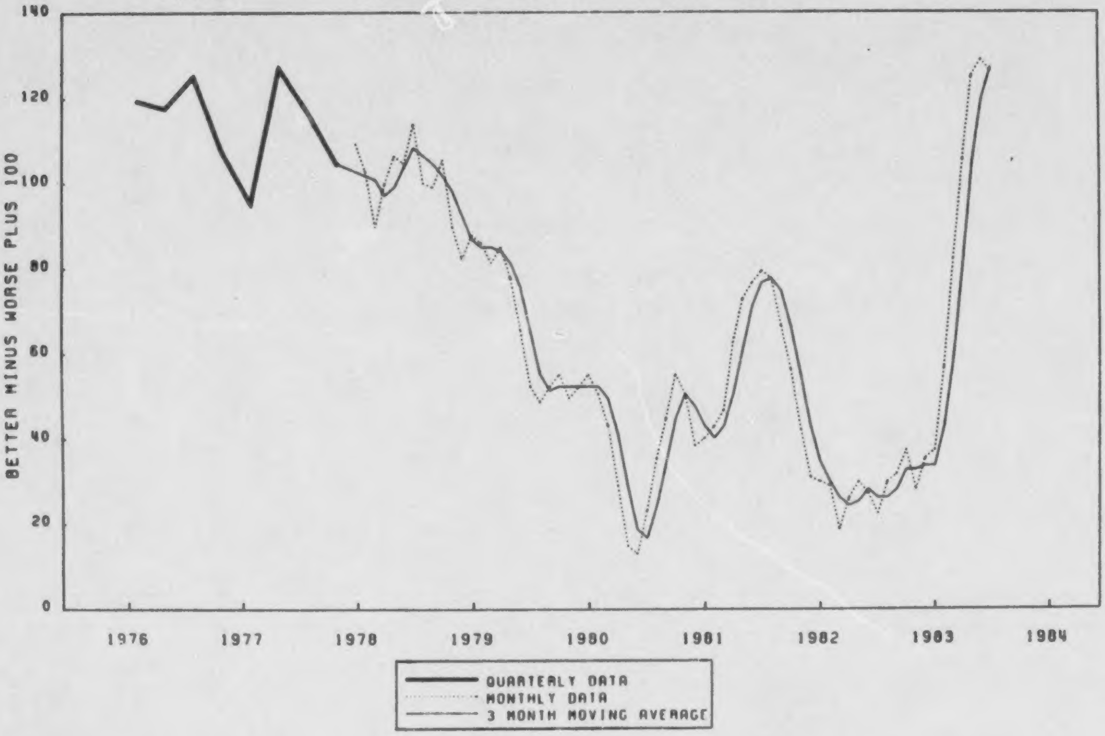


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

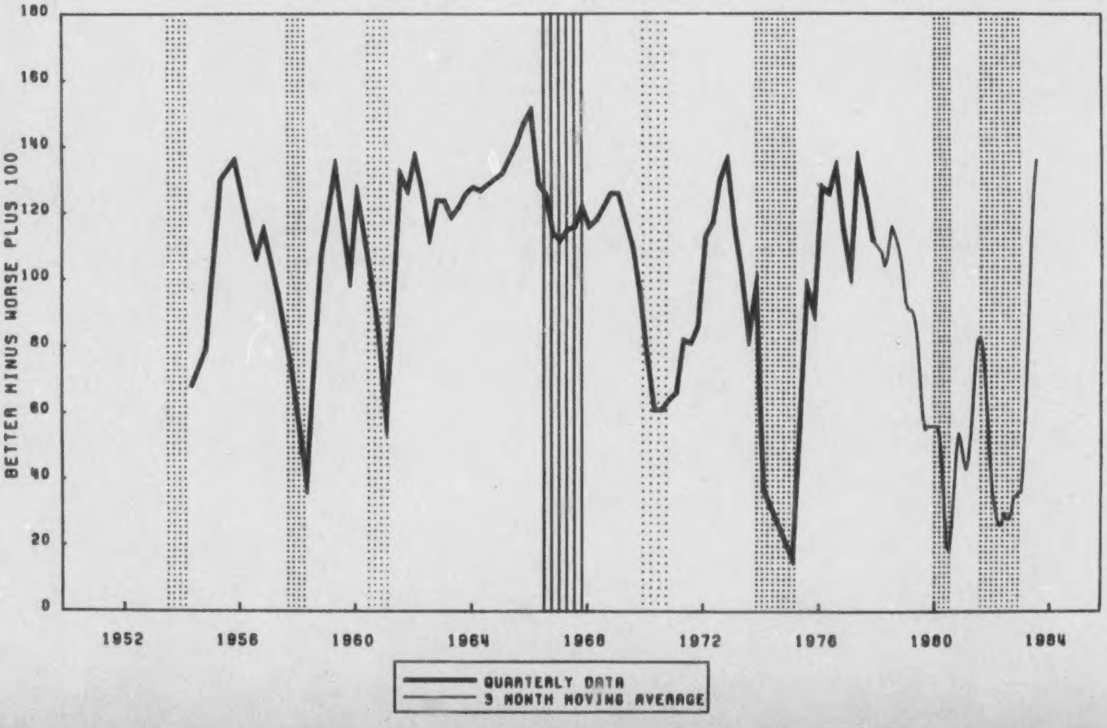


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
BETTER NOW	7%	12%	13%	15%	12%	14%	16%	26%	39%	51%	62%	64%	63%
SAME	8	6	8	9	5	9	8	8	10	10	10	9	8
WORSE NOW	83	80	79	75	82	76	76	65	51	38	28	26	28
DK,NA	2	2	*	1	1	1	*	1	*	1	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

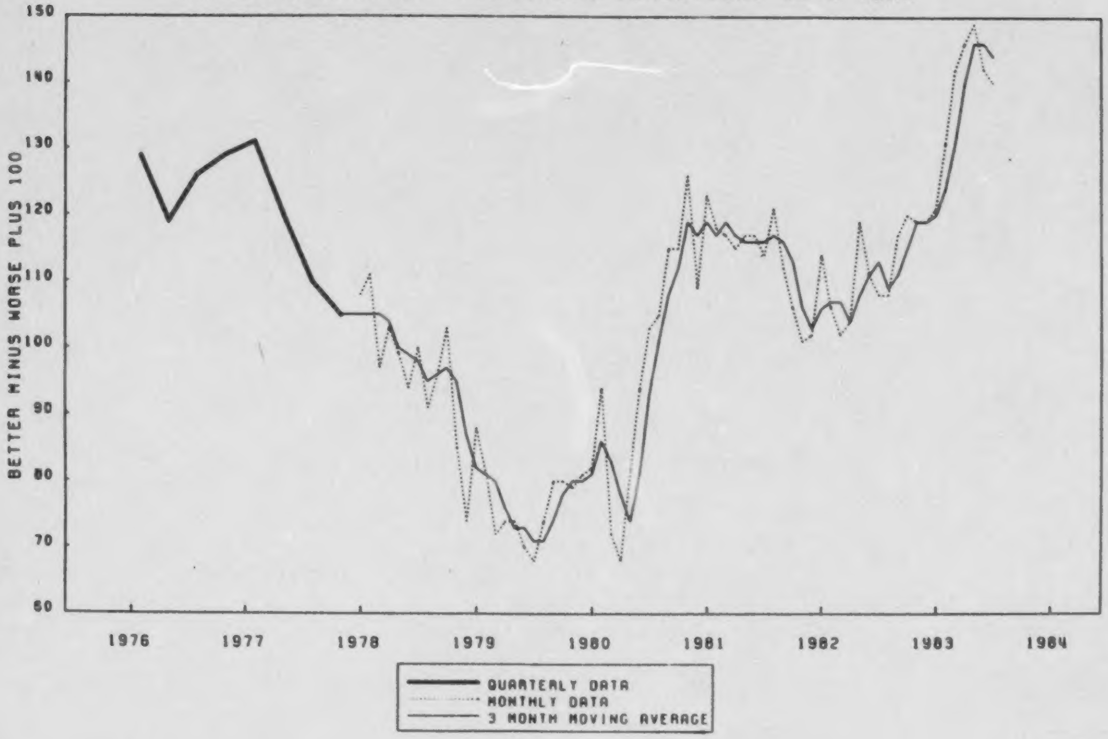


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

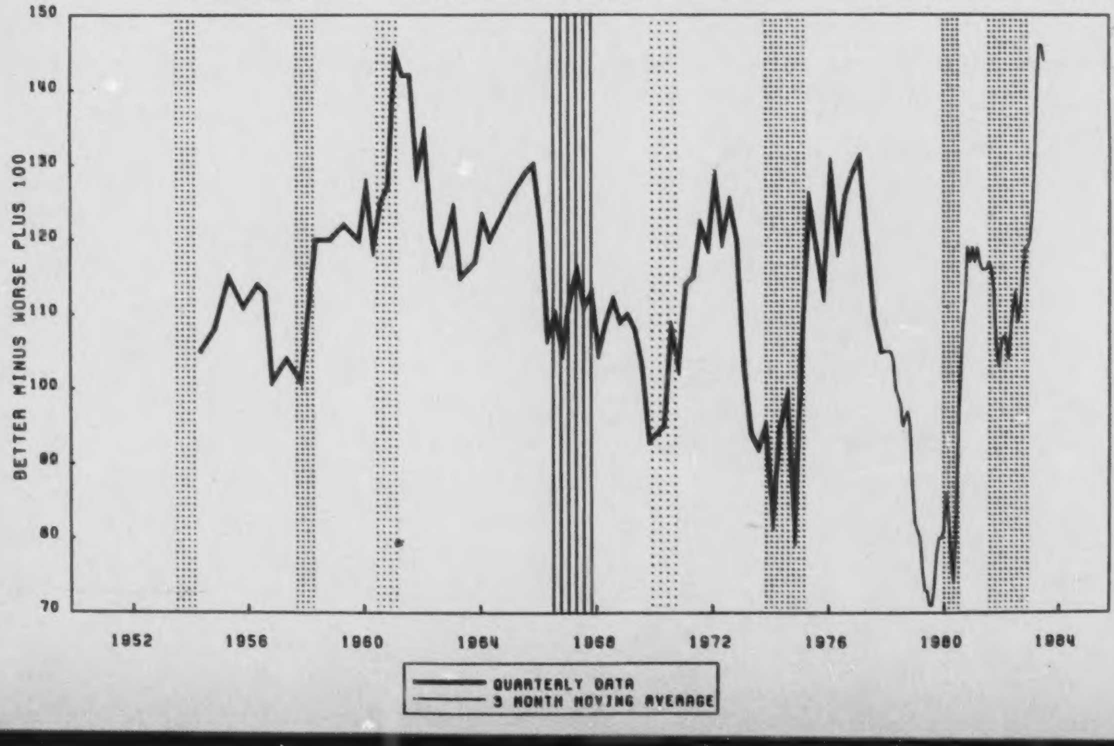


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
BETTER	33%	31%	36%	40%	38%	39%	38%	45%	51%	53%	55%	49%	48%
SAME	41	43	43	36	41	41	43	40	39	38	38	42	42
WORSE	25	23	19	20	19	20	17	14	9	7	6	7	8
DK,NA	1	3	2	4	2	*	2	1	1	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

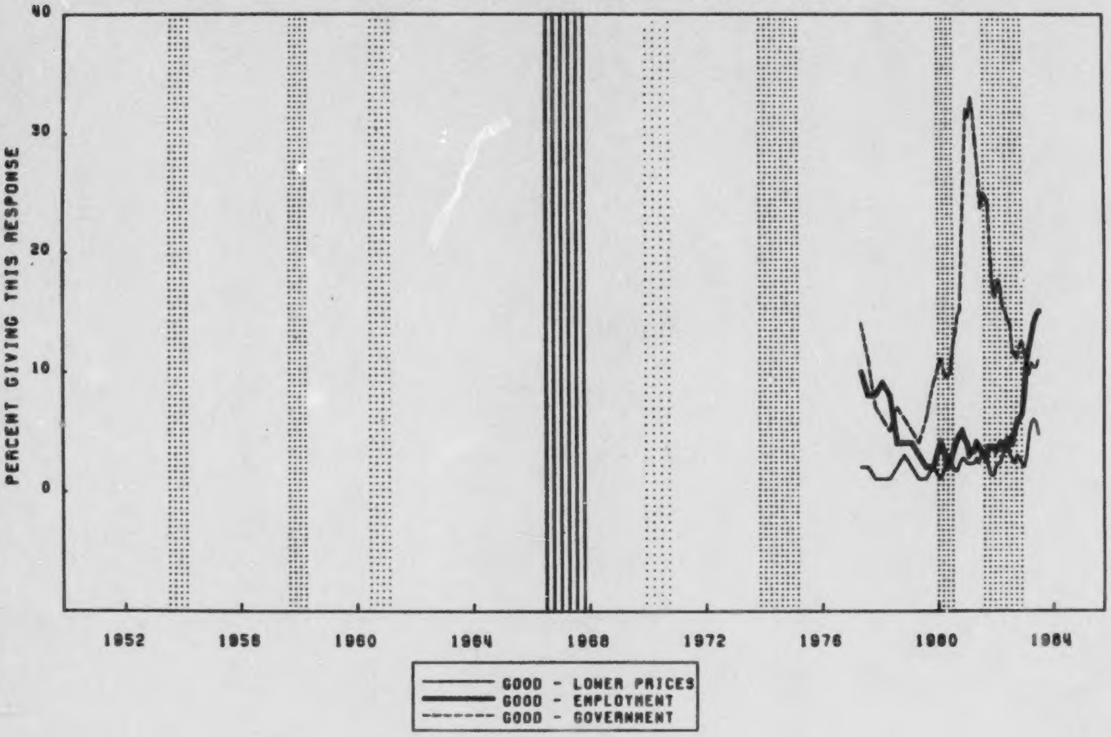


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

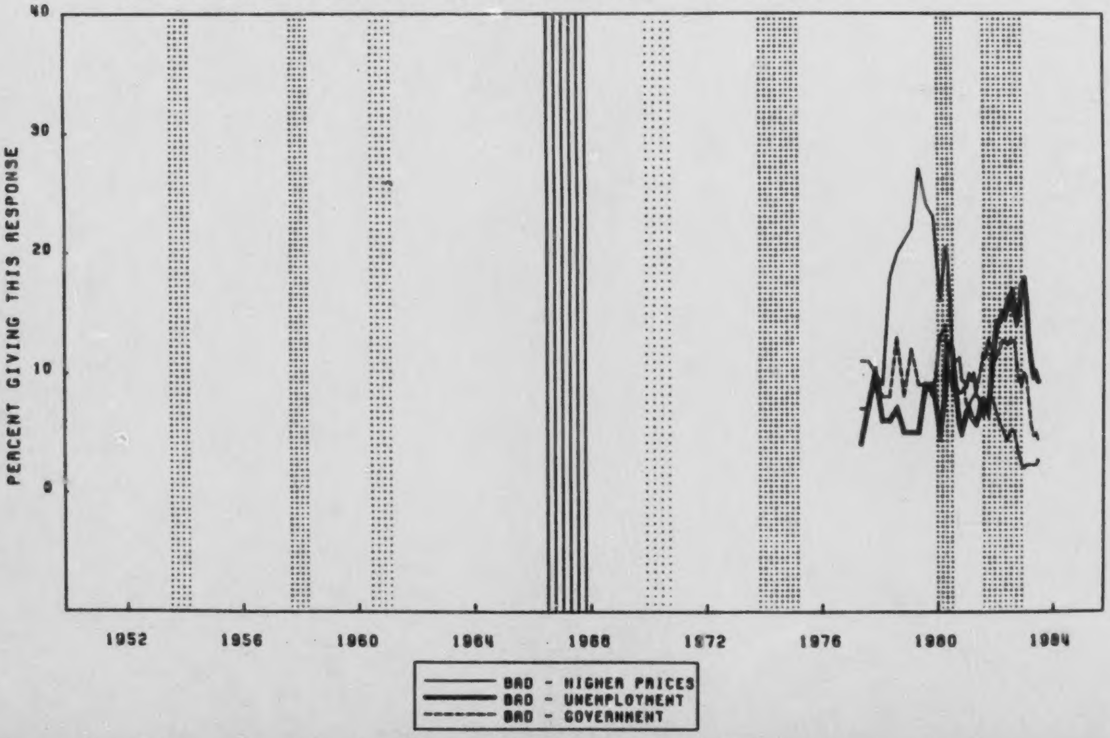


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
FAVORABLE REASONS:													
Government; elections	13%	11%	11%	11%	14%	13%	8%	11%	10%	11%	10%	10%	13%
Employment	4	4	7	6	5	8	11	13	12	14	16	14	15
Higher consumer demand	3	3	3	4	4	6	5	7	6	9	10	9	7
Lower prices	2	2	3	4	1	2	3	4	7	6	5	6	3
Easier credit	5	8	13	15	12	12	12	12	13	14	12	12	7
UNFAVORABLE REASONS:													
Government; elections	14	12	12	8	8	11	11	7	5	5	4	6	4
Unemployment	16	16	13	14	18	20	15	13	10	10	9	11	8
Lower consumer demand	5	3	5	3	5	5	4	4	2	4	2	2	4
Higher prices	6	5	4	3	2	2	2	3	2	2	3	2	3
Tighter credit	9	6	7	3	3	2	2	2	1	2	2	3	4
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

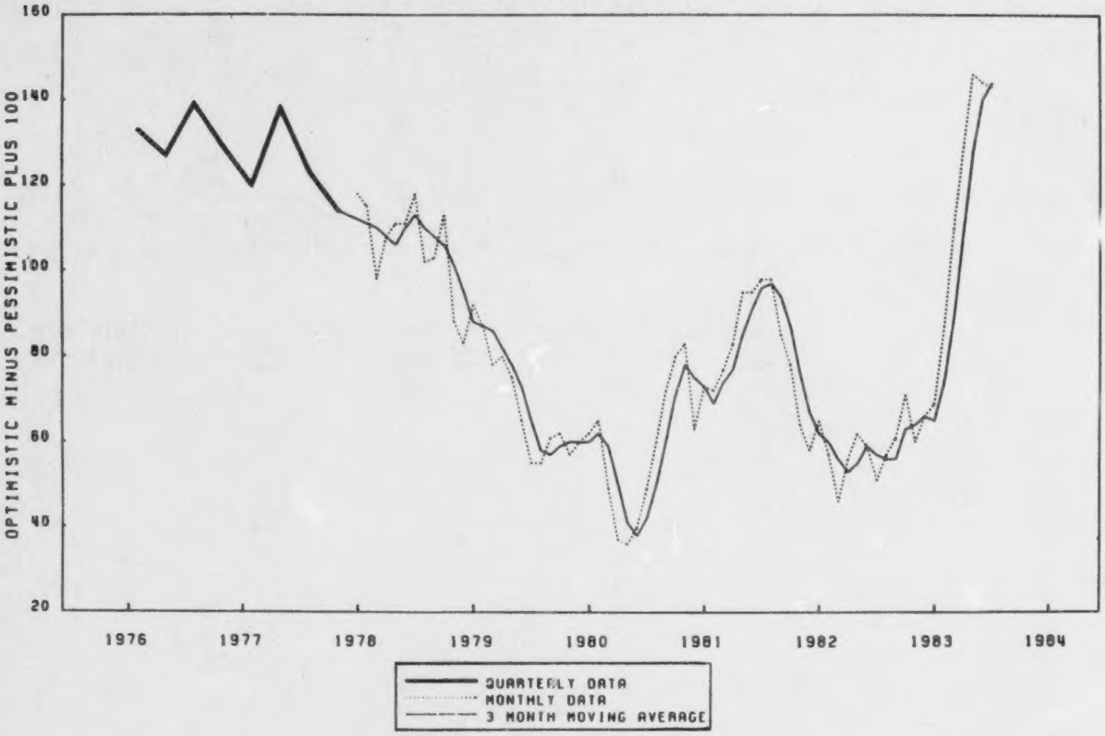


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

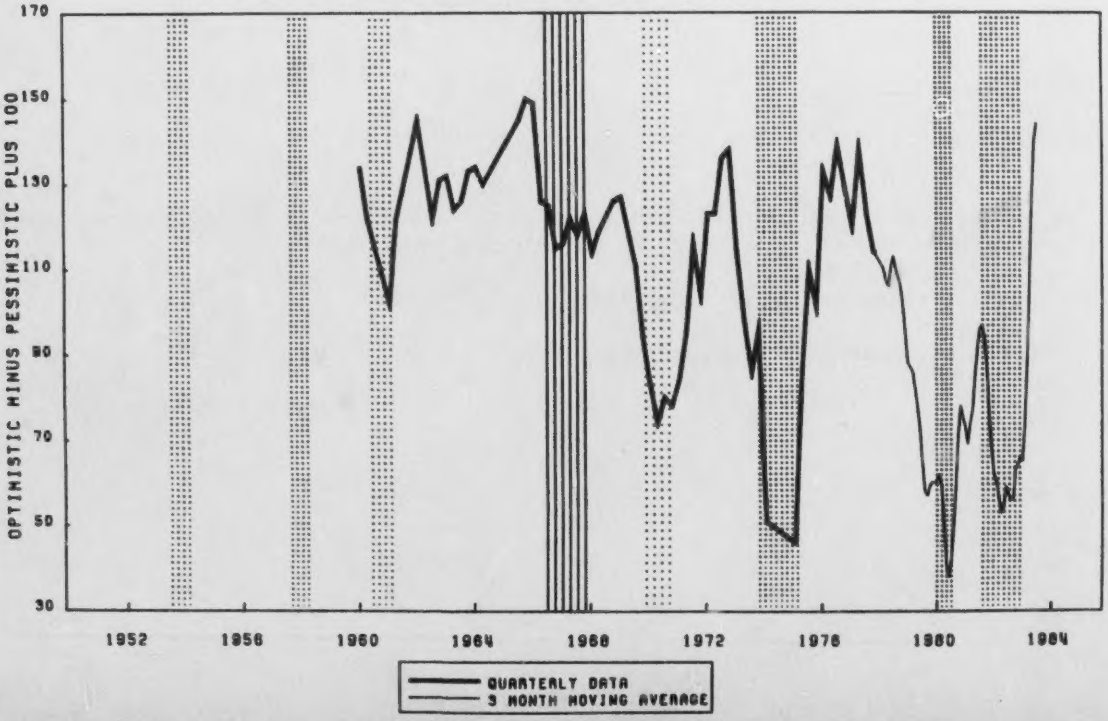


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
TREND:													
Continuous increase (a)	5%	7%	8%	10%	8%	8%	11%	18%	28%	36%	42%	39%	39%
Intermittent increase (b)	5	7	6	9	7	9	9	11	15	18	23	26	24
Remain unchanged (c)	3	3	4	3	1	4	3	4	4	5	5	5	5
Intermittent decline (d)	36	35	36	29	37	33	35	29	25	19	14	16	15
Continuous decline (e)	23	22	17	19	18	18	16	13	8	6	5	5	5
Mixed change (f)	25	22	27	26	27	27	24	23	18	14	10	7	9
DK,NA	3	4	2	4	2	1	2	2	2	2	1	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

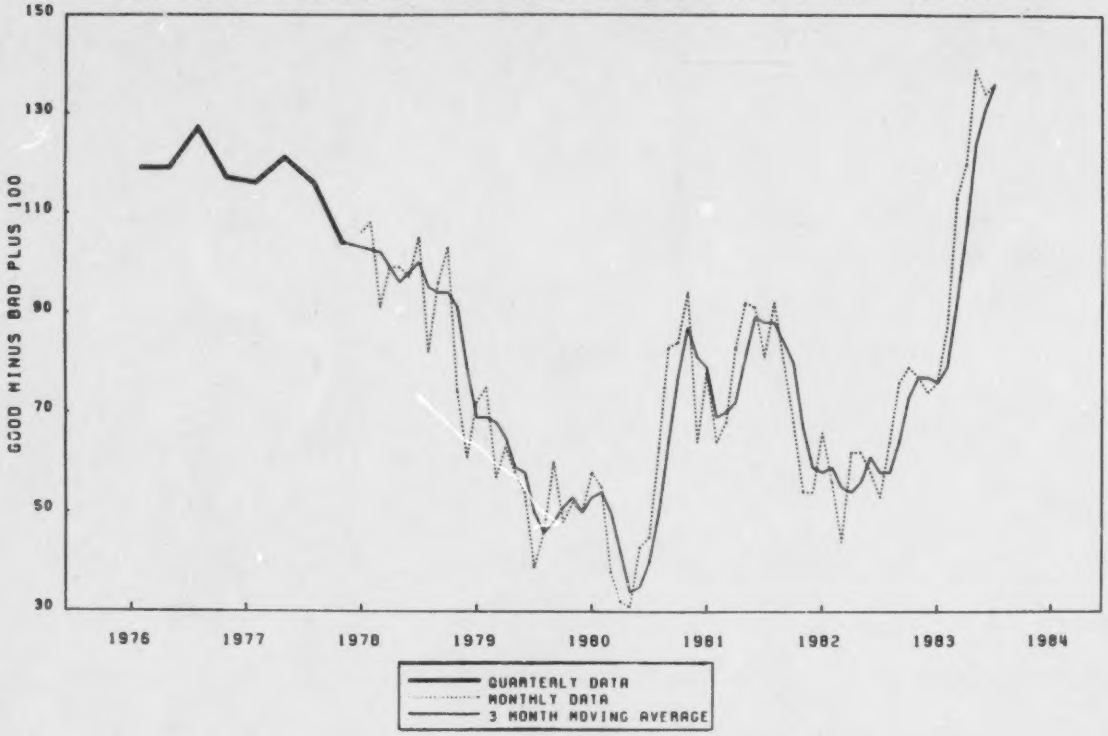


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

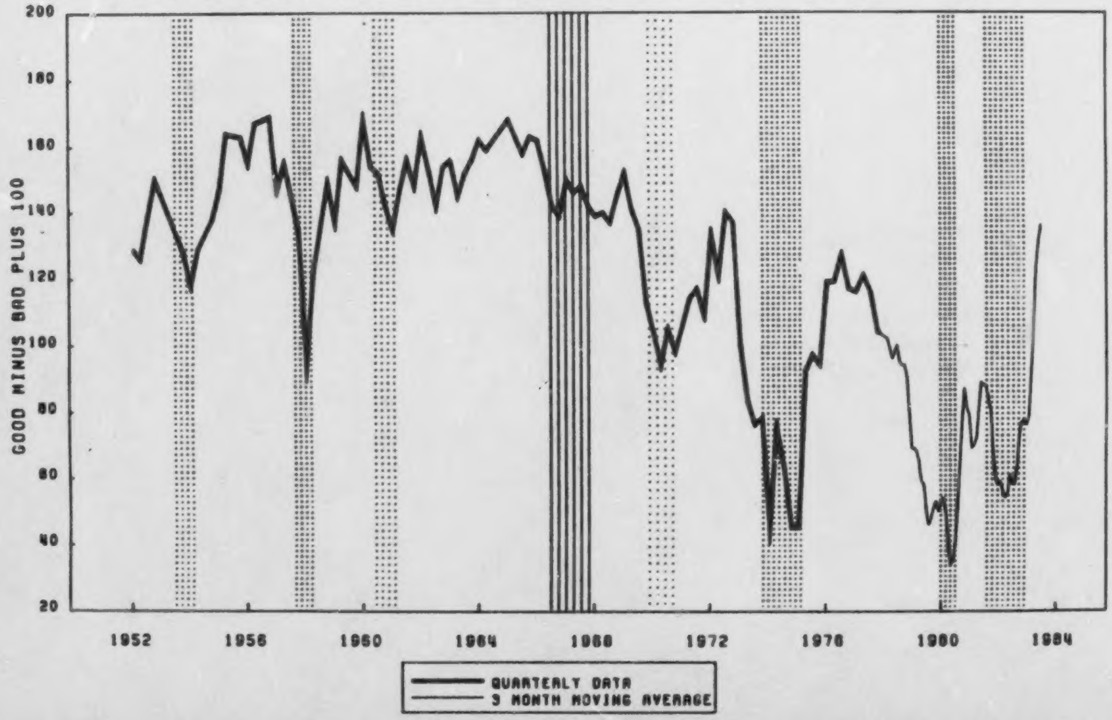


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIMES	23%	26%	33%	35%	33%	32%	34%	39%	52%	56%	65%	63%	63%
UNCERTAIN; GOOD & BAD	2	5	4	3	4	2	1	1	2	1	2	3	3
BAD TIMES	70	62	57	56	56	58	58	52	39	36	26	29	27
DON'T KNOW	3	3	4	4	3	5	3	3	4	3	4	3	6
NOT ASCERTAINED	2	4	2	2	4	3	4	5	3	4	3	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

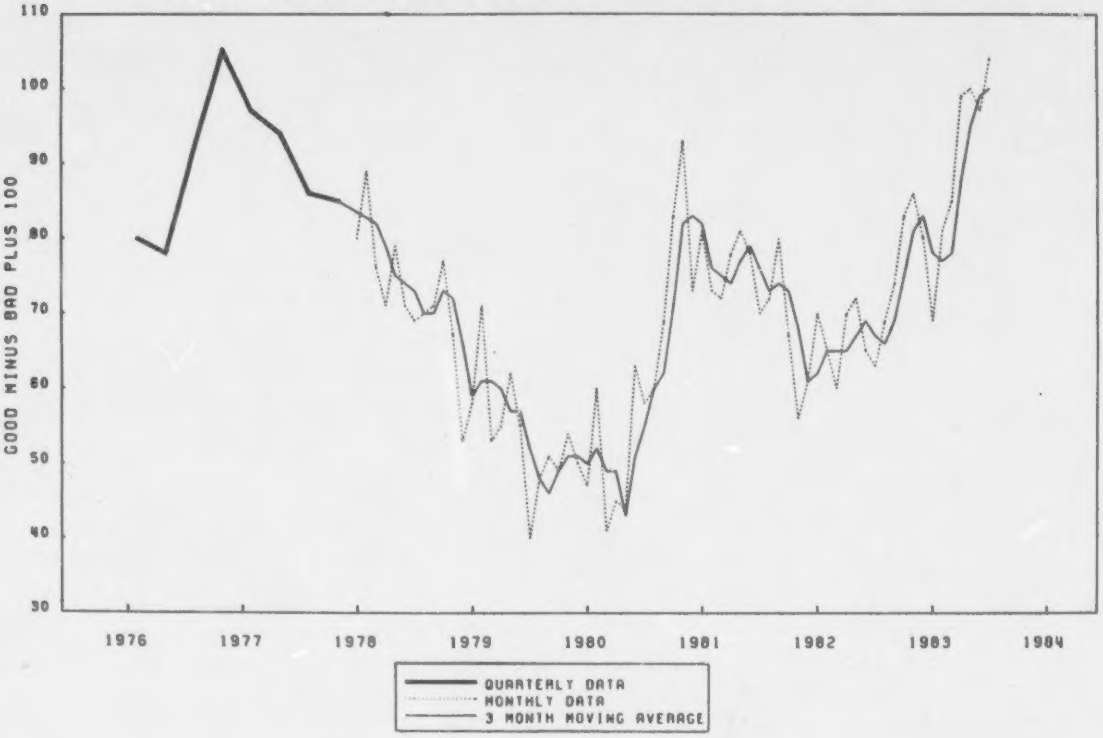


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

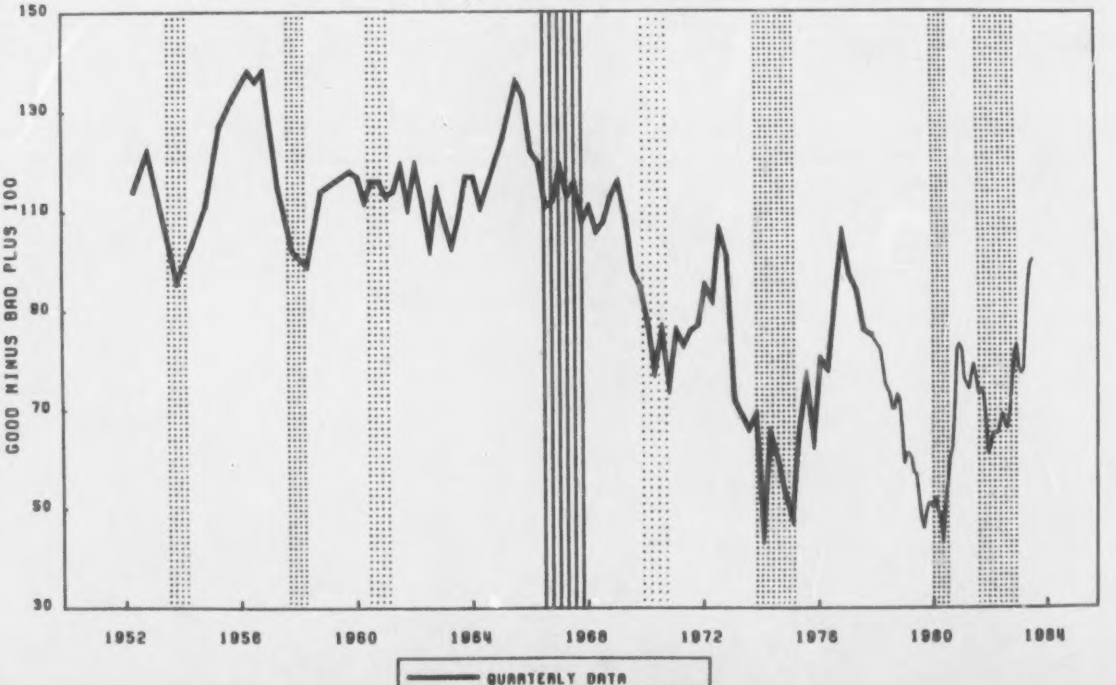


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIMES	22%	23%	28%	32%	33%	29%	26%	31%	33%	38%	39%	39%	39%
UNCERTAIN; GOOD & BAD	15	15	14	14	14	14	12	13	15	18	18	15	20
BAD TIMES	59	54	54	49	47	49	57	50	48	39	39	42	35
NOT ASCERTAINED	4	8	4	5	6	8	5	6	4	5	4	4	6
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we´ll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

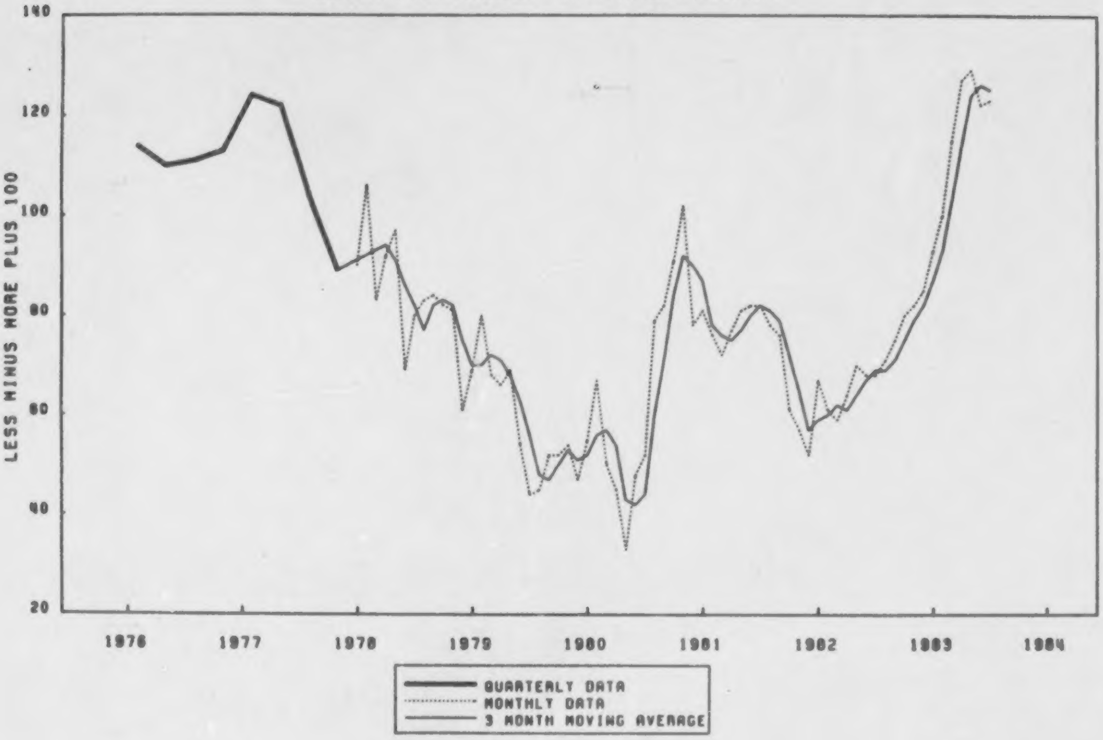


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

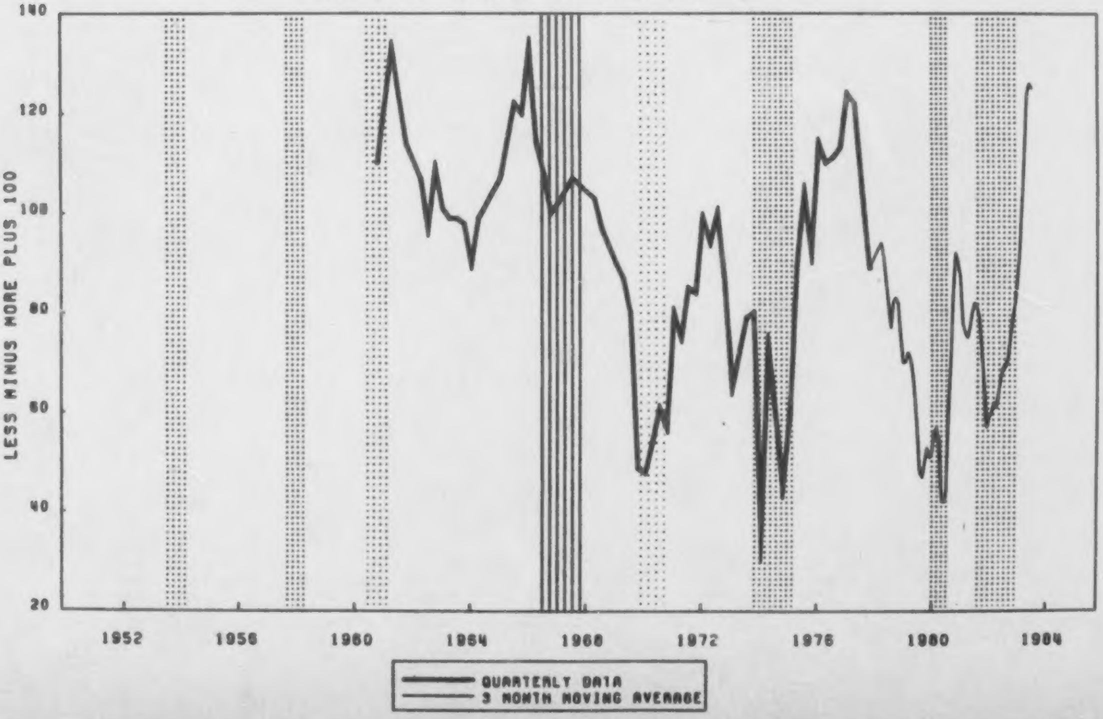


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
LESS	16%	17%	18%	21%	19%	22%	23%	29%	36%	42%	42%	37%	39%
SAME	35	35	38	36	42	40	45	41	43	41	44	47	44
MORE	48	46	43	41	37	37	30	29	21	15	13	15	16
DK,NA	1	2	1	2	2	1	2	1	*	2	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

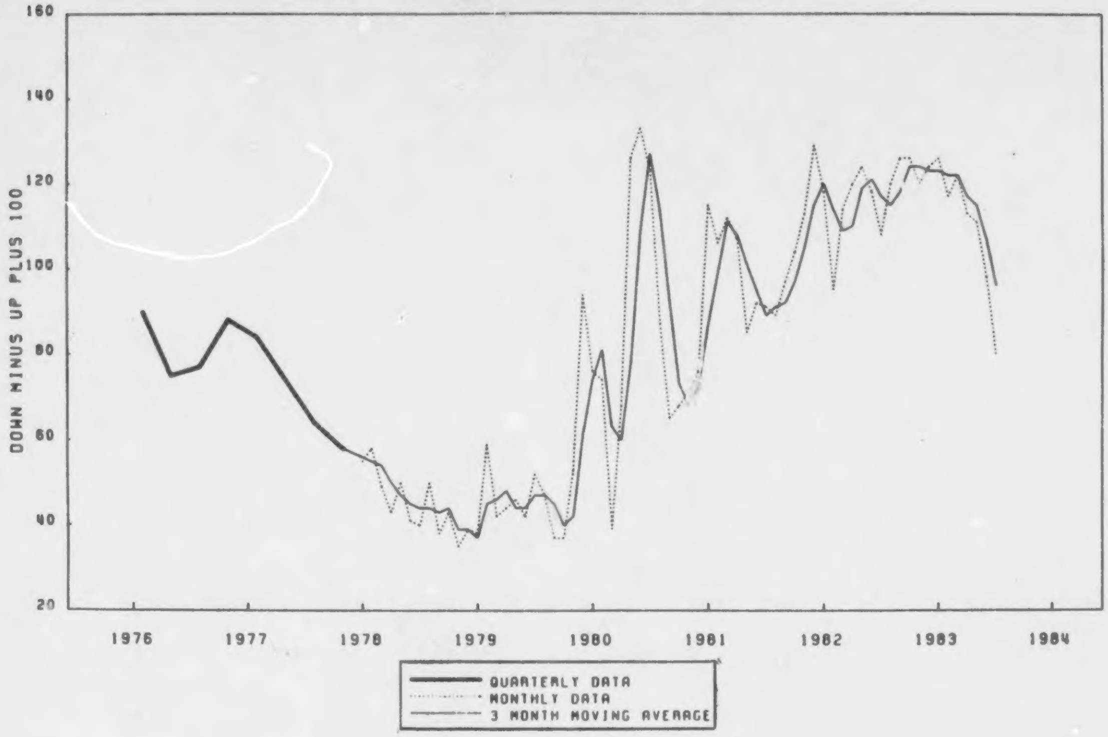


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

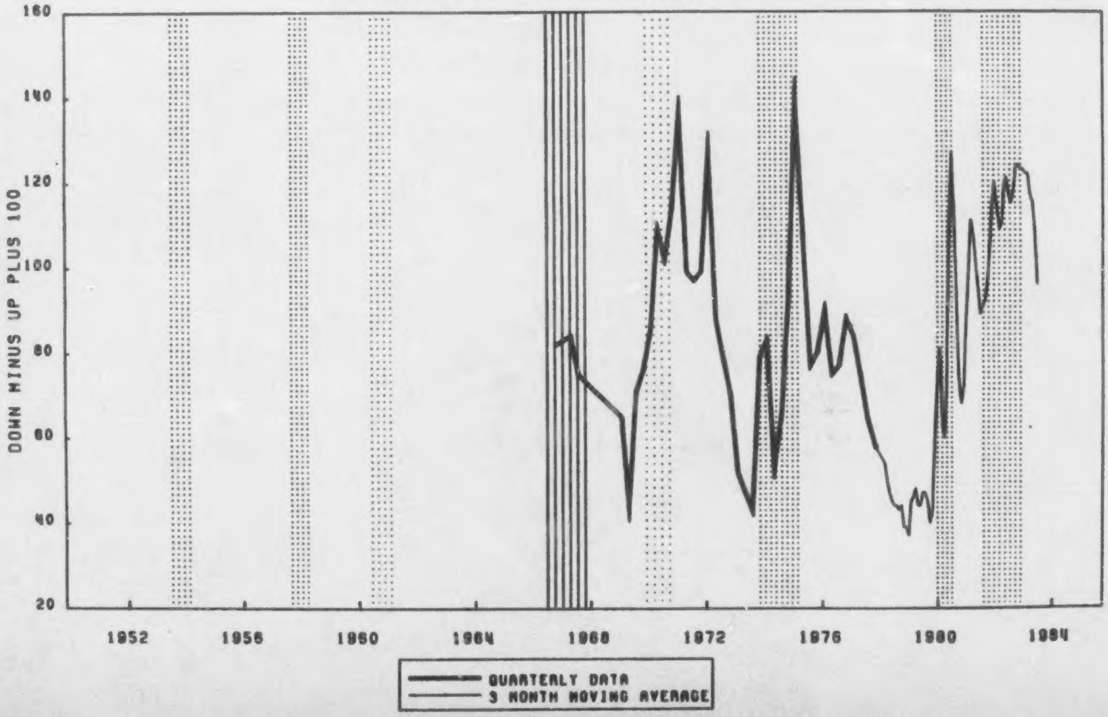


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GO UP	24%	21%	22%	22%	25%	20%	18%	24%	19%	21%	20%	29%	40%
STAY THE SAME	41	34	26	26	26	33	35	32	38	42	47	42	37
GO DOWN	32	41	48	48	45	44	44	41	41	34	31	27	20
DK,NA	3	4	4	4	4	3	3	3	2	3	2	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

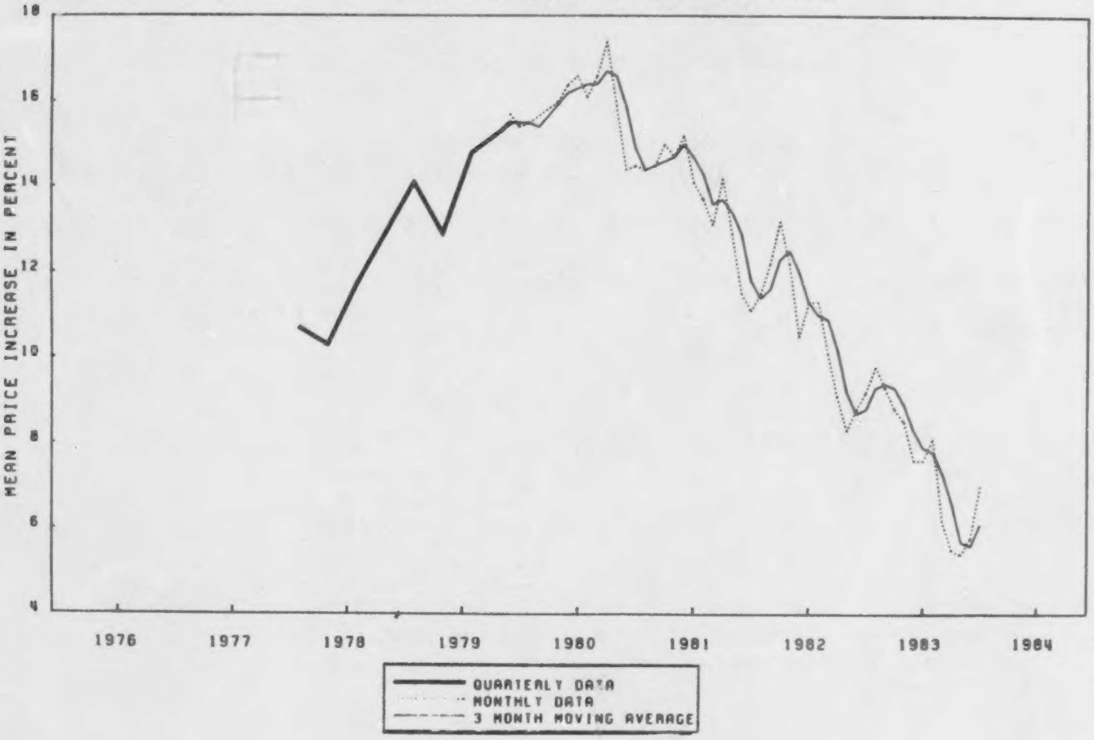


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
SAME OR DOWN	12%	12%	16%	20%	20%	20%	23%	24%	31%	30%	31%	29%	23%
GONE UP BY:													
1-2%	6	5	6	4	5	6	7	5	6	8	9	8	8
3-4%	8	8	10	7	9	9	11	10	10	10	13	13	14
5%	14	11	12	13	15	17	17	15	12	17	13	14	13
6-9%	13	16	14	12	12	12	9	10	9	9	8	11	11
10-14%	22	24	19	22	14	17	15	14	15	11	14	11	13
15% or more	18	17	16	14	18	14	12	16	11	9	8	10	11
DK how much up	6	6	7	7	6	5	5	5	5	5	4	3	6
DK,NA	1	1	*	1	1	*	1	1	1	1	*	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	9.2	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4	5.8	7.0
VARIANCE	87	96	115	106	102	82	108	113	71	64	61	65	88
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

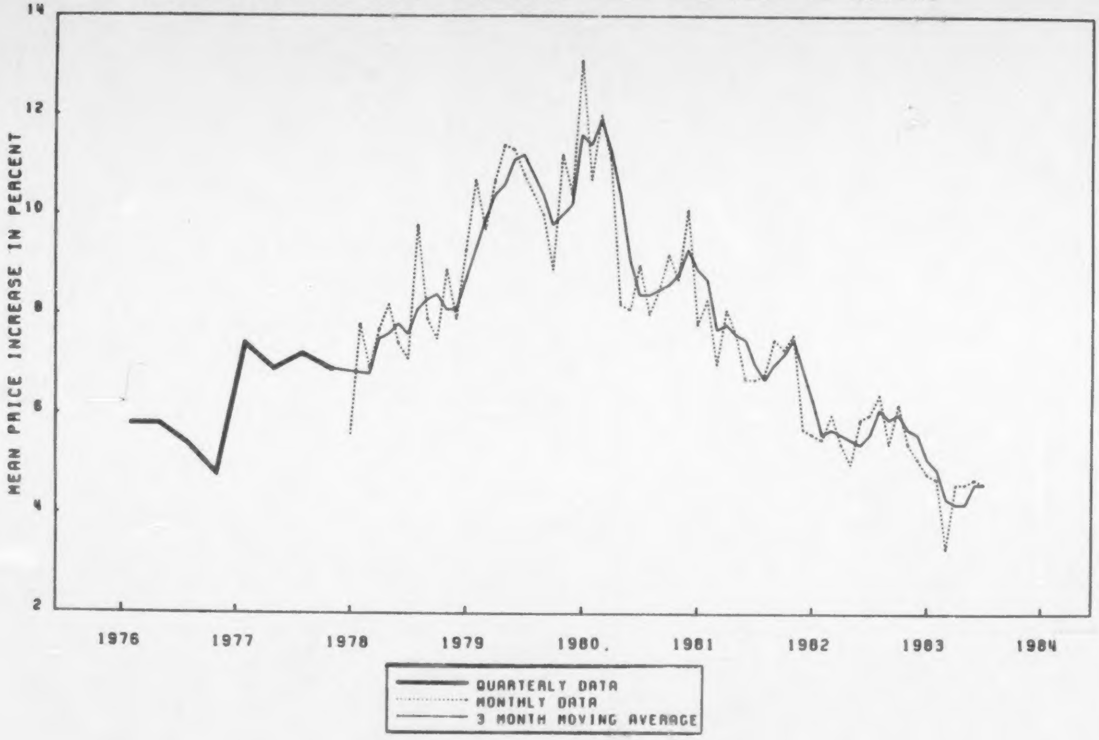


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

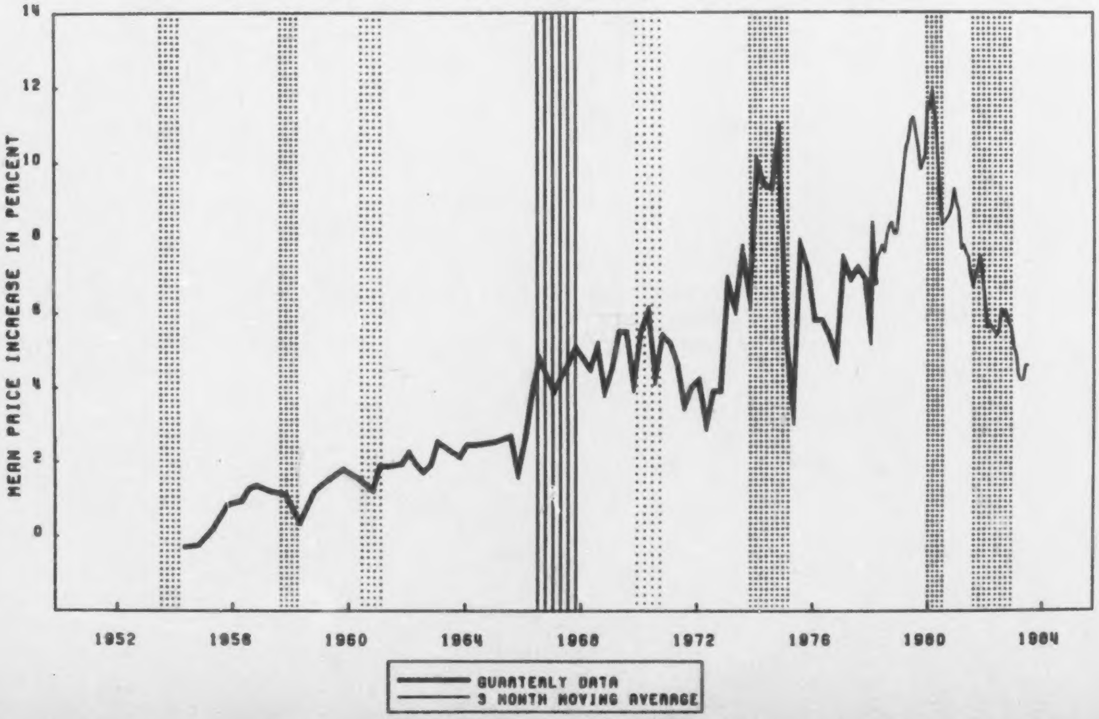


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
SAME OR DOWN	23%	23%	31%	31%	32%	33%	35%	36%	44%	30%	32%	33%	29%
WILL GO UP BY:													
1-2%	7	8	7	5	5	6	10	8	9	10	9	8	12
3-4%	10	12	9	8	10	13	11	12	12	13	13	15	15
5%	17	16	14	14	15	15	16	15	14	17	17	16	15
6-9%	15	12	13	11	11	9	7	9	5	10	10	9	9
10-14%	14	13	12	15	12	11	9	8	8	9	10	9	9
15% or more	7	11	7	9	9	8	7	7	4	5	5	6	6
DK how much up	5	3	5	5	3	3	3	3	3	4	3	3	3
DK,NA	2	2	2	2	3	2	2	2	1	2	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	6.0	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6	4.7	4.6
VARIANCE	53	65	59	82	55	56	67	60	33	45	49	54	44
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

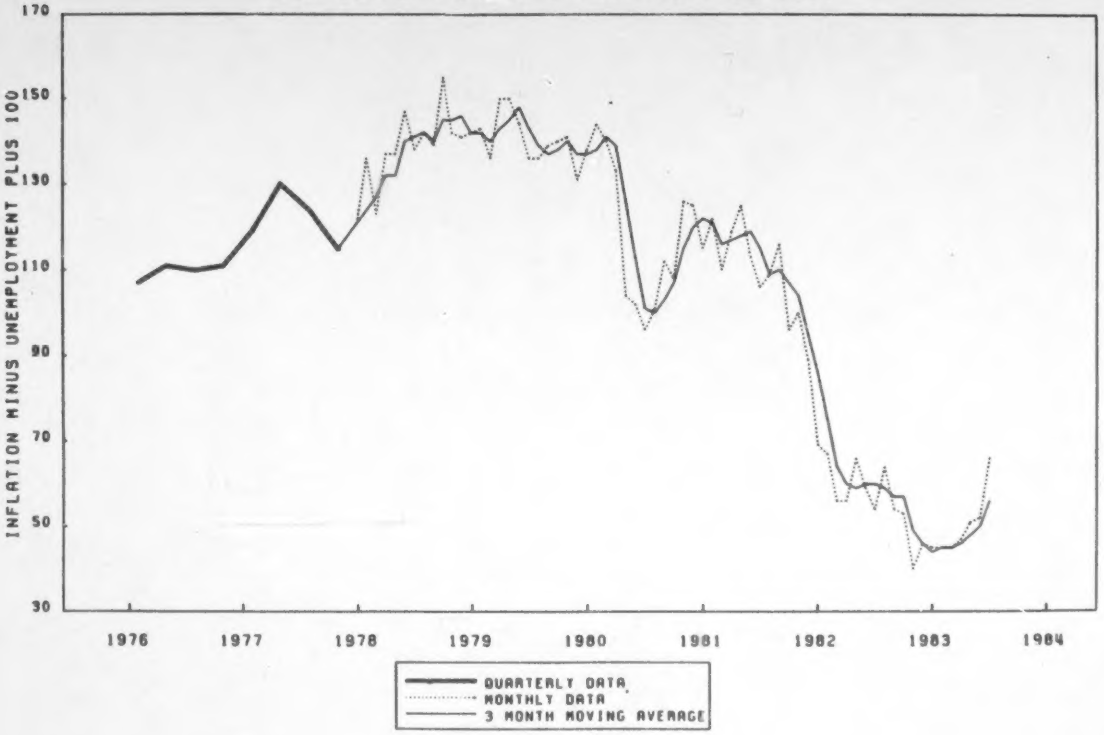


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

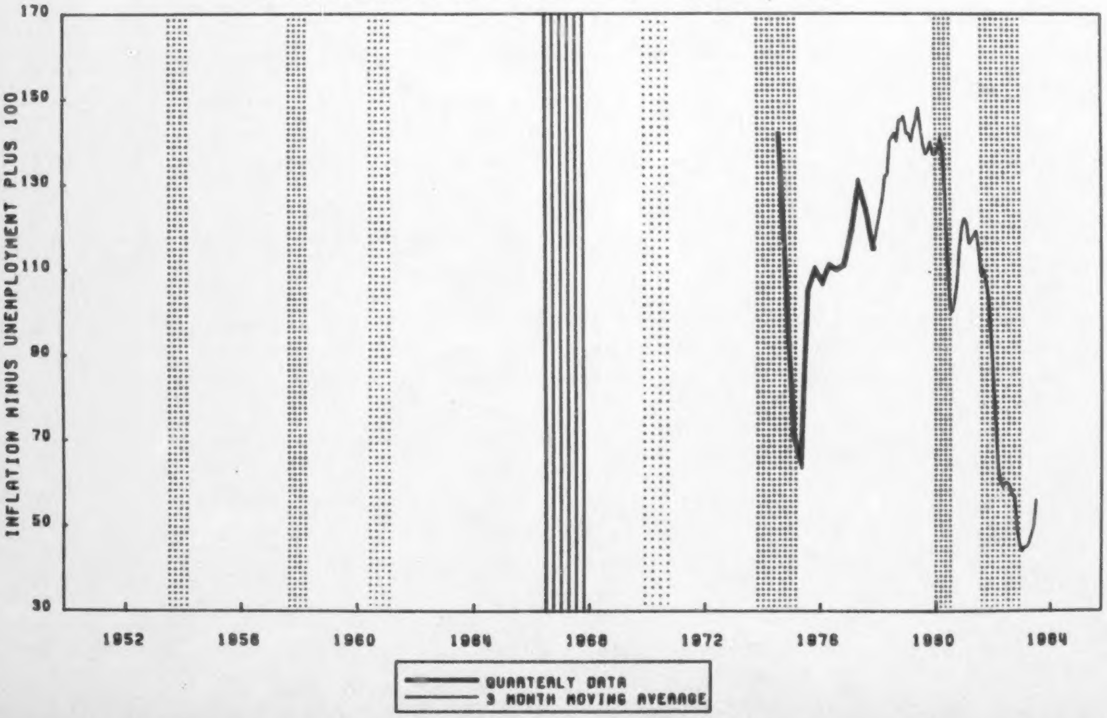


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
UNEMPLOYMENT	67%	62%	68%	67%	76%	72%	74%	73%	73%	73%	71%	70%	63%
BOTH EQUALLY SERIOUS	11	11	9	11	7	9	5	8	8	6	6	7	6
INFLATION	21	26	22	20	16	18	19	18	18	20	22	22	29
DK,NA	1	1	1	2	1	1	2	1	1	1	1	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

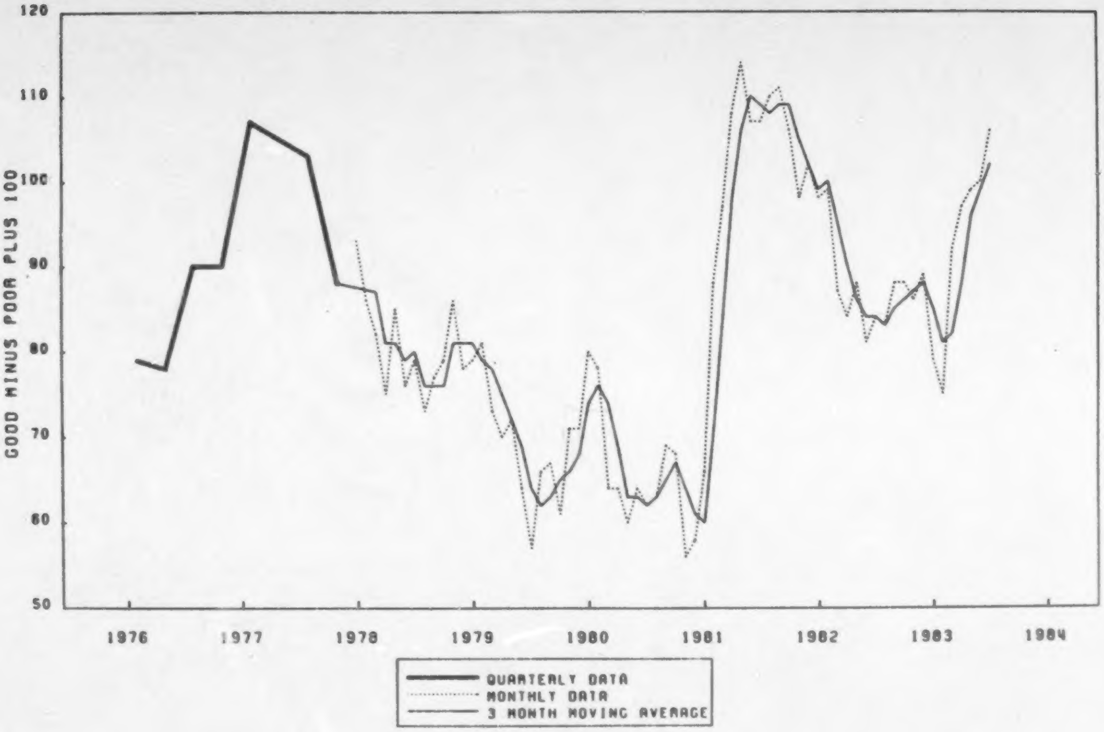


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

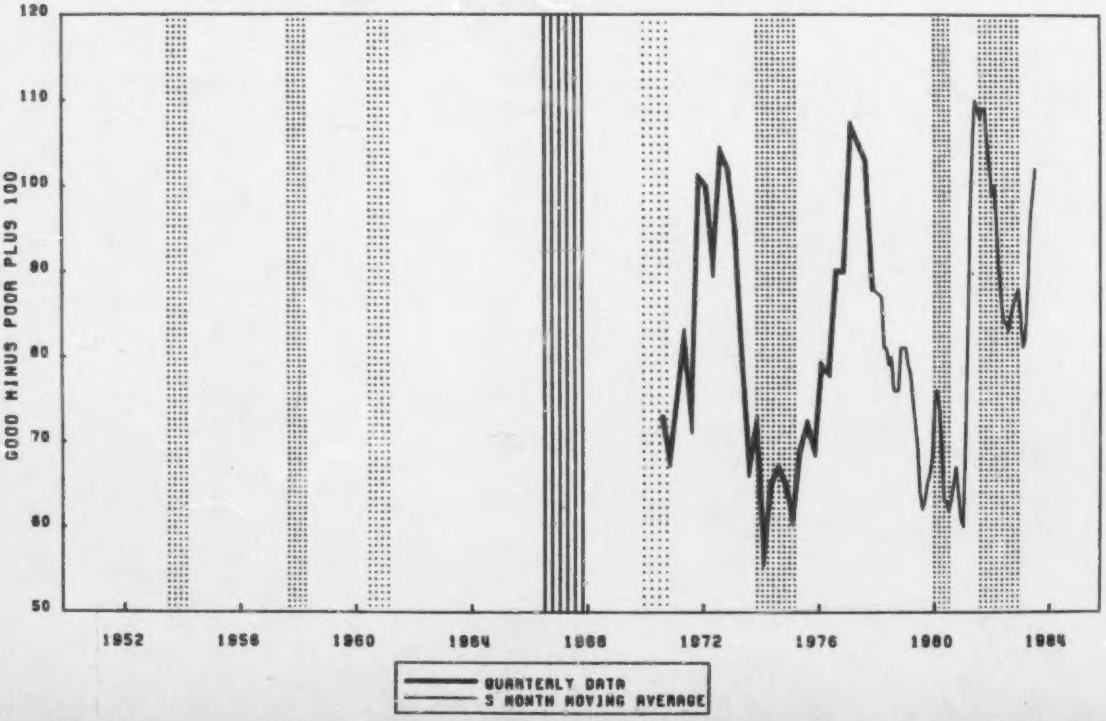


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
A GOOD JOB	18%	17%	19%	21%	19%	19%	16%	16%	21%	21%	20%	23%	27%
ONLY FAIR	46	45	46	41	45	47	45	40	48	53	57	52	51
A POOR JOB	34	34	31	33	33	30	37	41	29	24	21	23	21
DK,NA	2	4	4	5	3	4	2	3	2	2	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

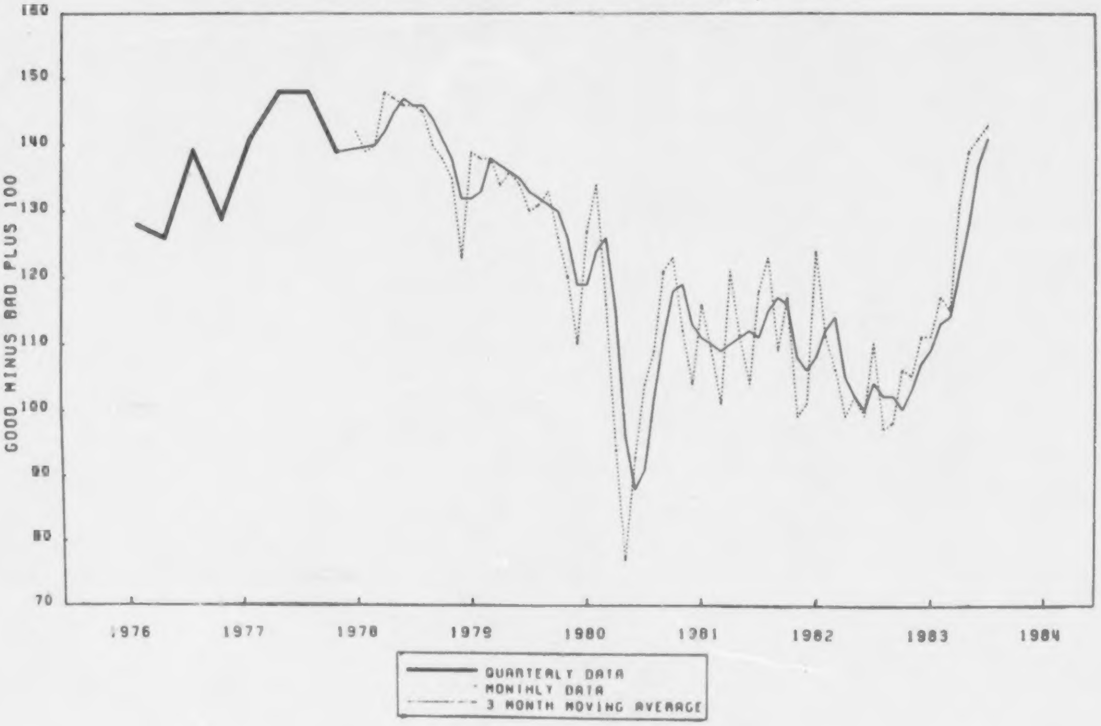


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

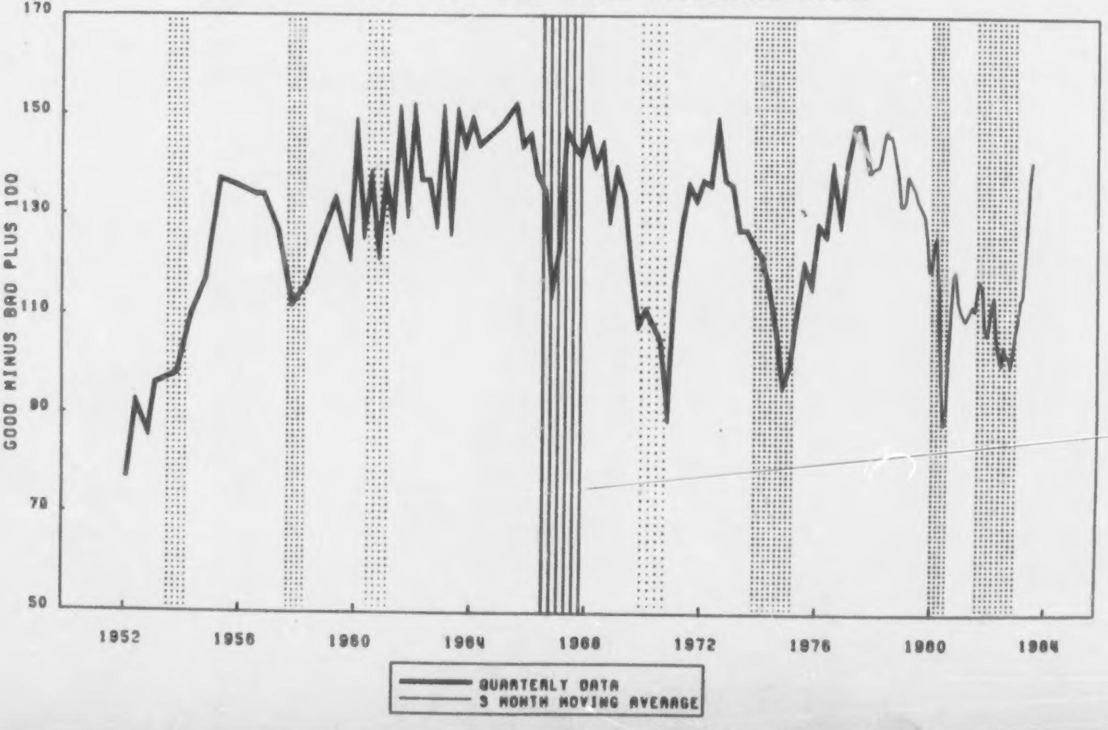


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY	48%	41%	42%	46%	47%	50%	51%	54%	53%	61%	67%	66%	67%
UNCERTAIN, DEPENDS	14	15	14	14	11	11	9	9	9	9	5	9	9
BAD TIME TO BUY	38	44	44	40	42	39	40	37	38	30	28	25	24
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

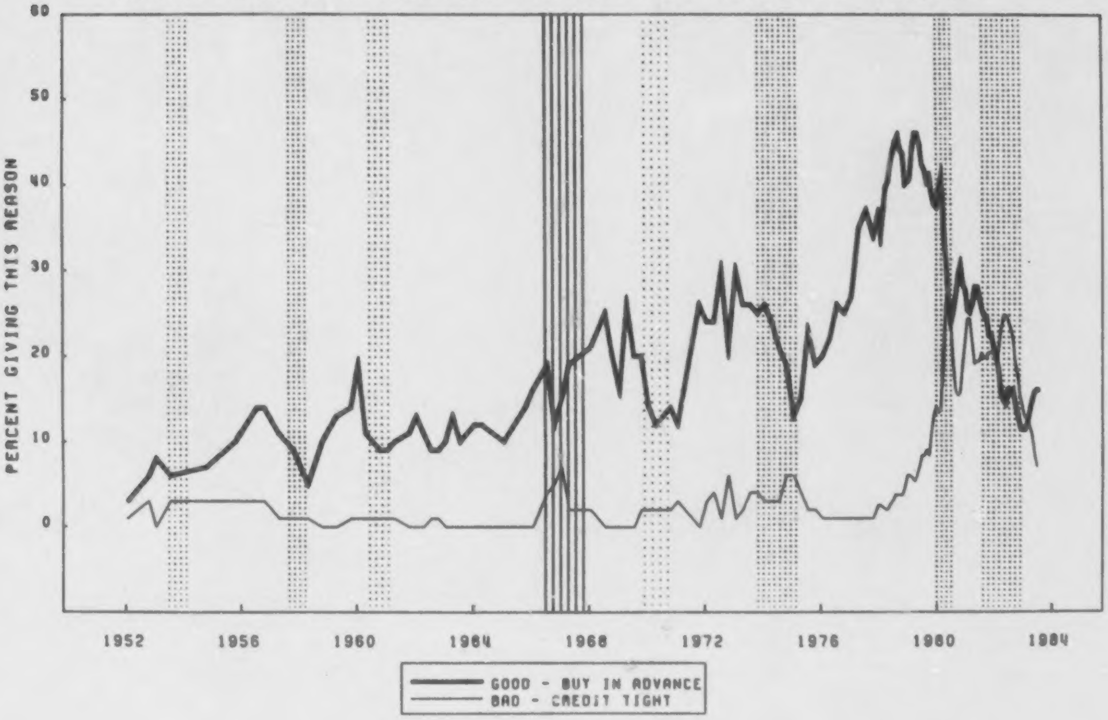


CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

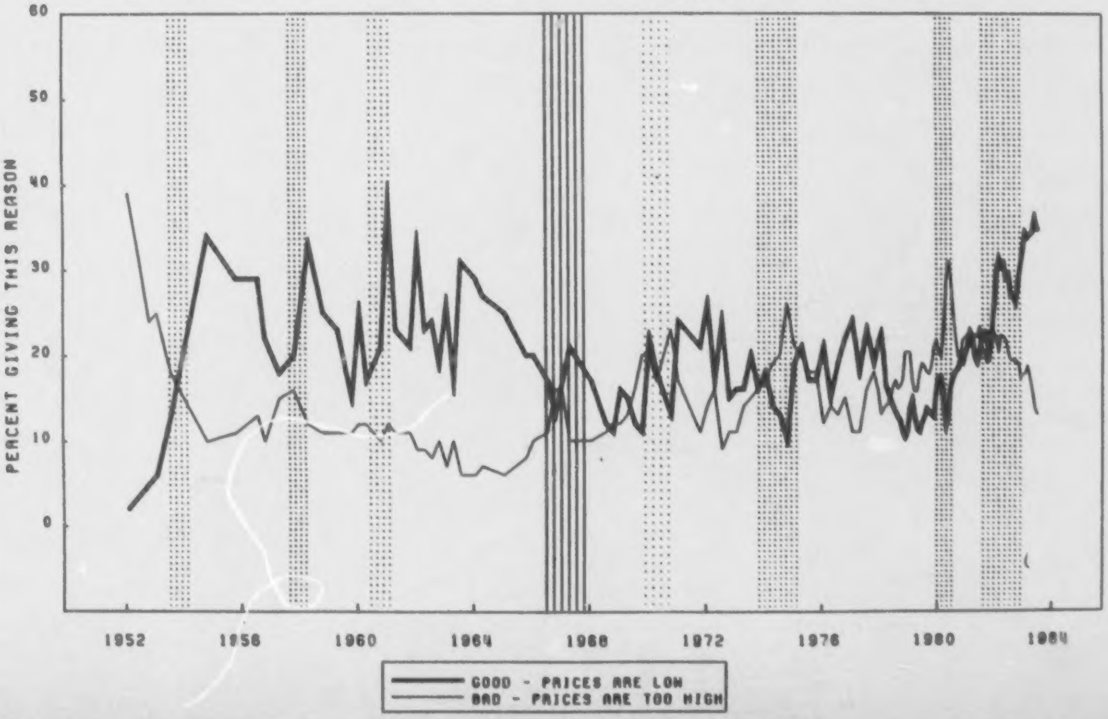


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	30%	24%	26%	28%	31%	32%	33%	38%	30%	36%	37%	35%	32%
Prices won´t come down; are going higher	19	15	14	14	11	10	13	11	12	15	17	15	16
Interest rates low; credit is easy	2	2	4	5	5	8	7	8	12	14	13	16	13
BAD TIME TO BUY:													
Prices are high	18	19	21	18	18	16	19	18	19	16	12	13	14
Interest rates are high; credit is tight	24	22	20	16	17	13	12	13	13	11	8	6	7
Lack of purchasing power	19	21	21	21	24	21	22	16	18	15	16	12	9

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES

BUYING CONDITIONS FOR HOUSES

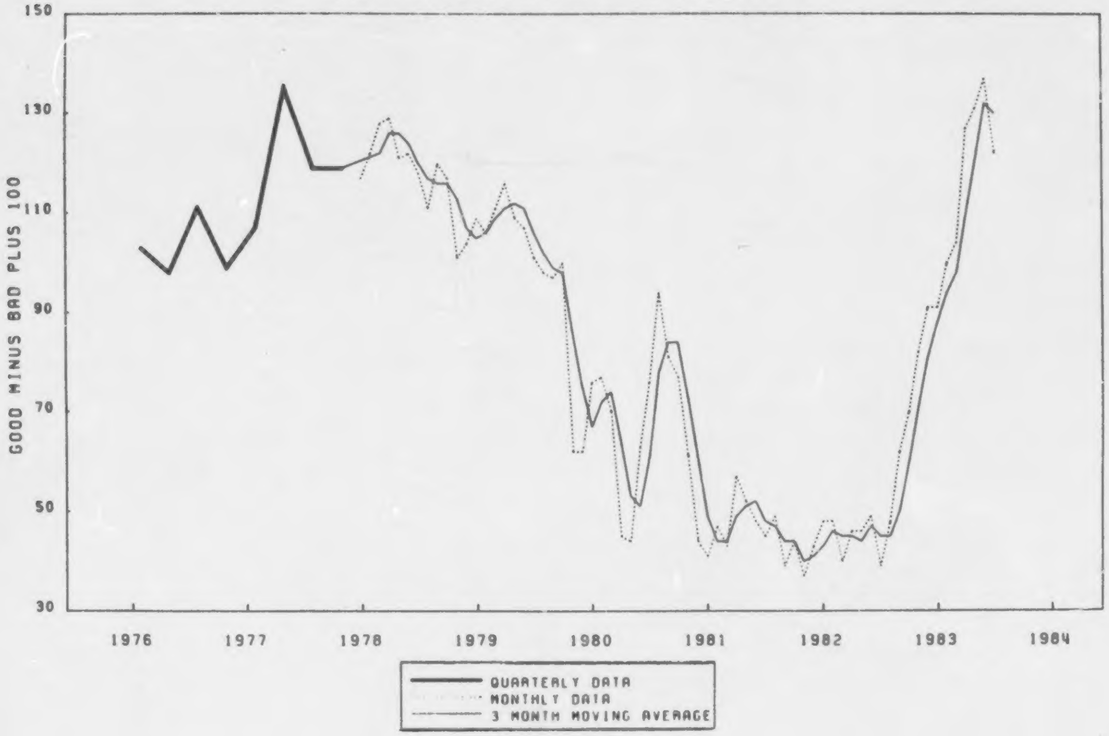


CHART 28 - HISTORICAL SERIES

BUYING CONDITIONS FOR HOUSES

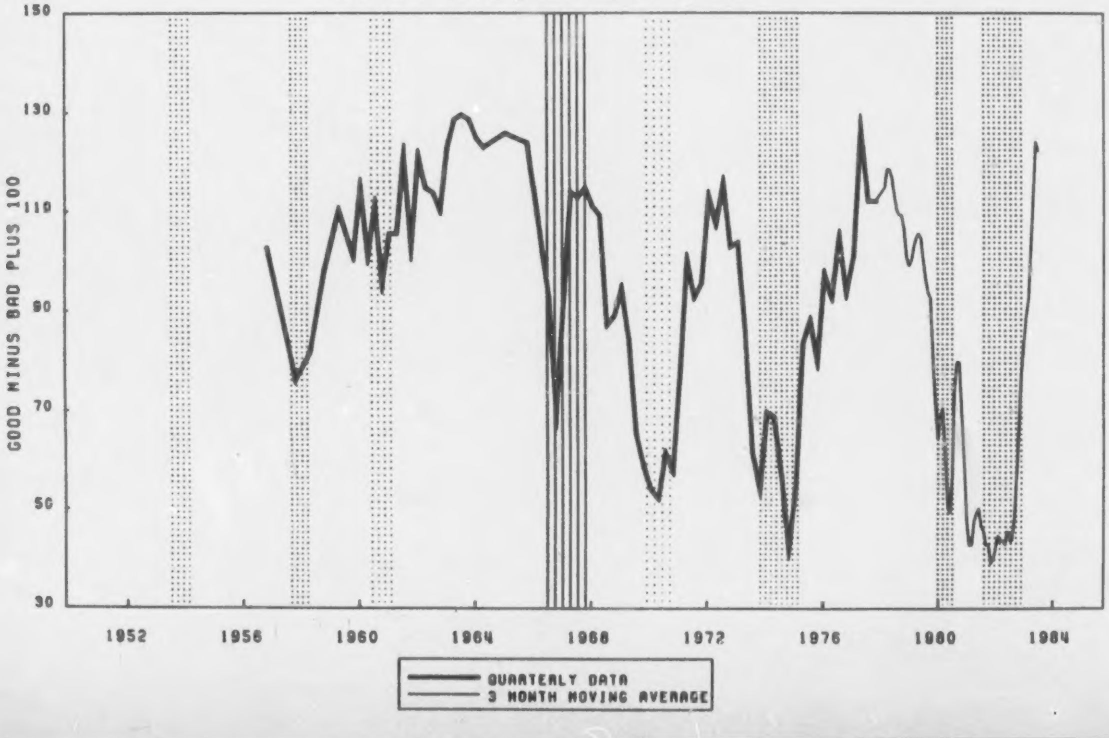


TABLE 28

BUYING CONDITIONS FOR HOUSES

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY	15%	20%	28%	32%	38%	44%	44%	49%	51%	61%	64%	66%	59%
UNCERTAIN, DEPENDS	9	8	6	6	6	3	3	2	2	5	3	5	4
BAD TIME TO BUY	76	72	66	62	56	53	53	49	47	34	33	29	37
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

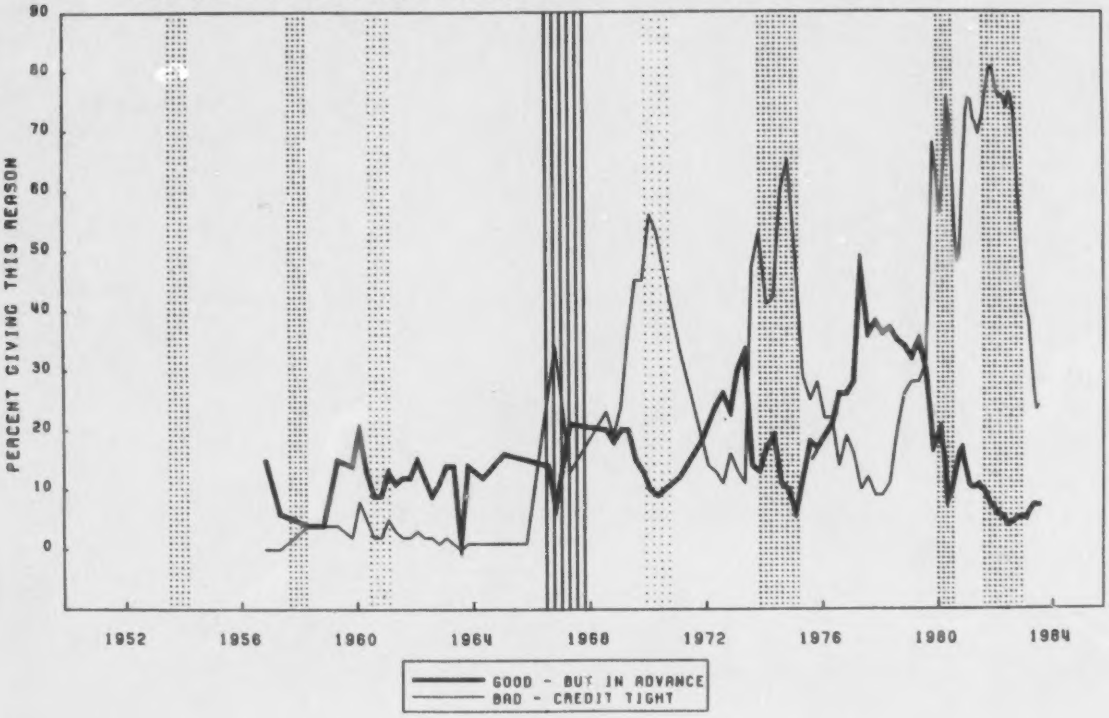


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

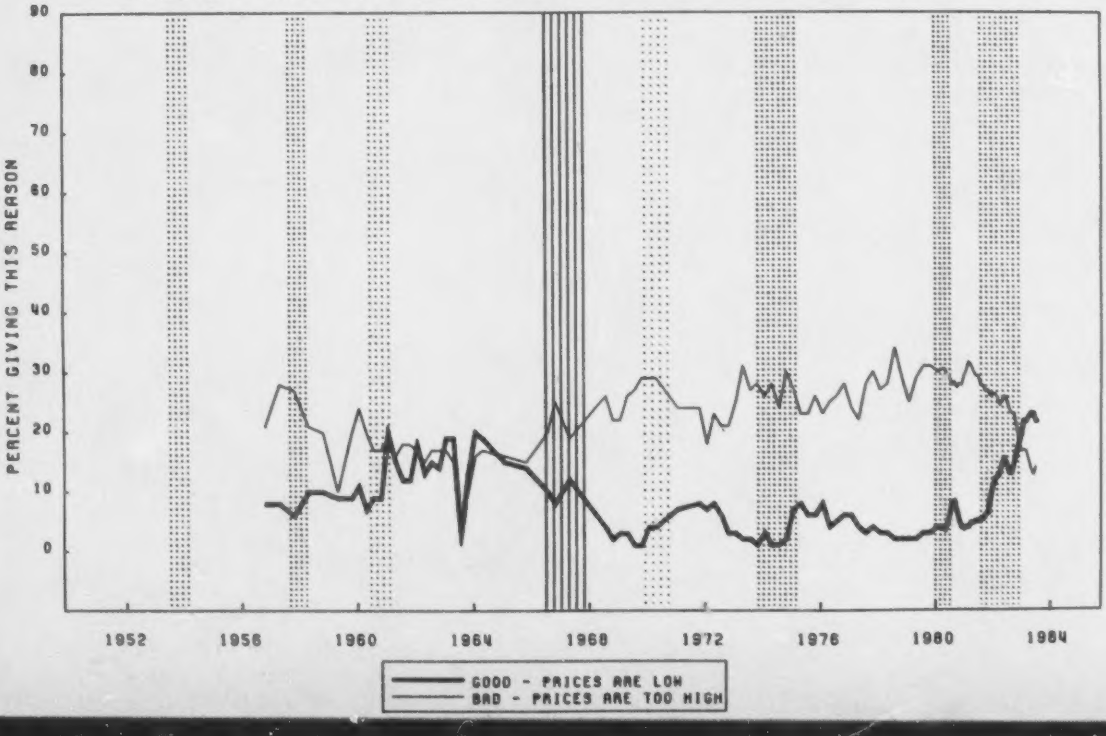


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	12%	12%	15%	17%	17%	20%	21%	24%	20%	24%	25%	20%	20%
Prices won´t come down; are going higher	4	5	5	5	6	5	5	5	8	7	7	8	7
Interest rates low; credit is easy	4	7	20	23	30	35	37	40	44	54	57	61	49
Good investment	3	4	3	2	4	6	4	4	3	5	4	7	5
BAD TIME TO BUY:													
Prices are high	21	23	25	21	16	17	17	17	16	13	12	13	17
Interest rates are high; credit is tight	82	71	64	60	49	40	41	39	35	24	23	23	26
Lack of purchasing power	27	20	21	23	23	23	24	20	21	14	16	11	12

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

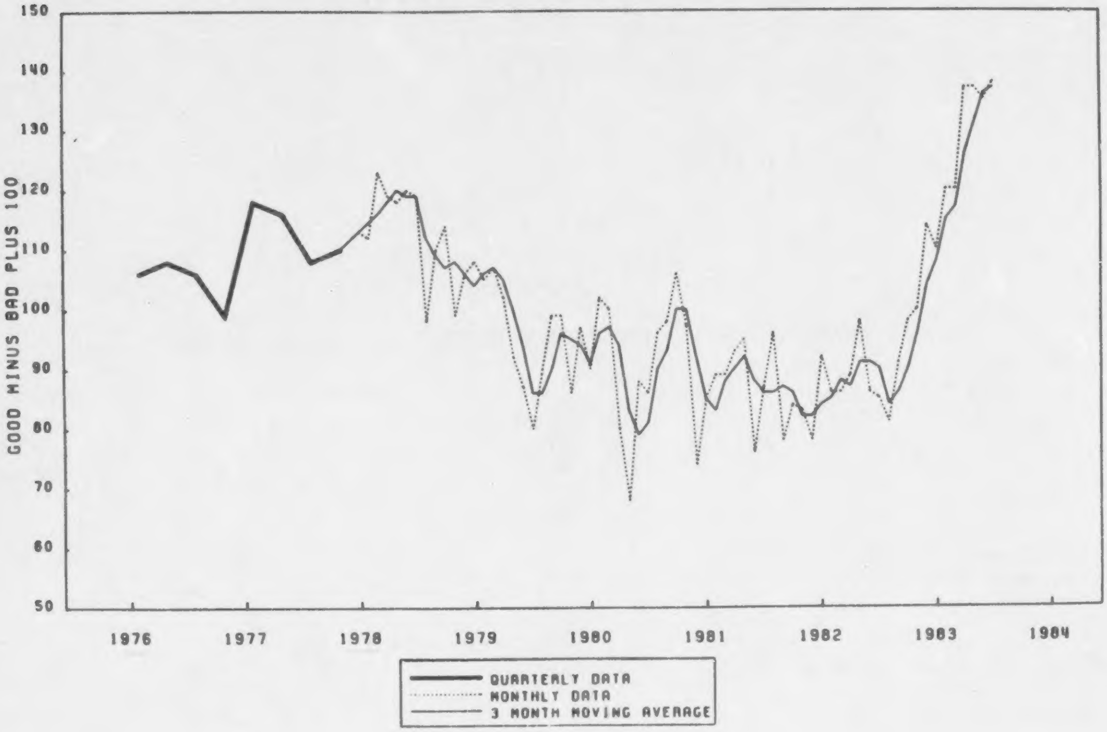


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

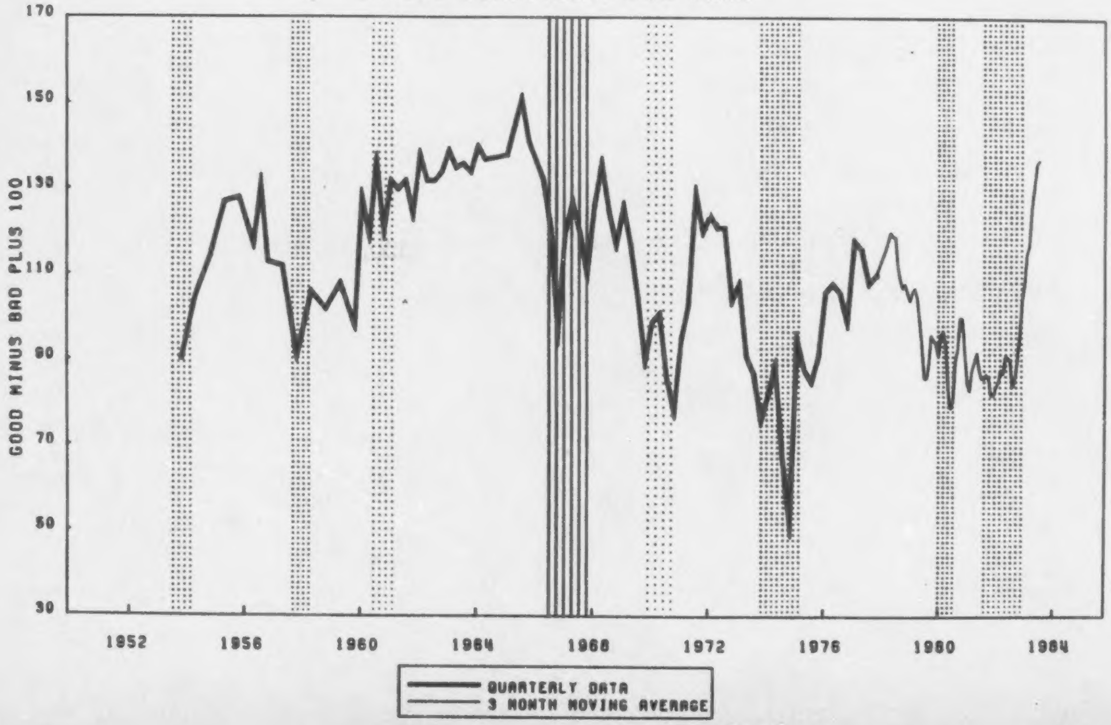


TABLE 30

BUYING CONDITIONS FOR CARS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY	37%	35%	40%	44%	46%	53%	51%	57%	56%	66%	66%	63%	65%
UNCERTAIN; DEPENDS	11	11	11	10	8	8	8	6	8	5	5	9	8
BAD TIME TO BUY	52	54	49	46	46	39	41	37	36	29	29	28	27
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

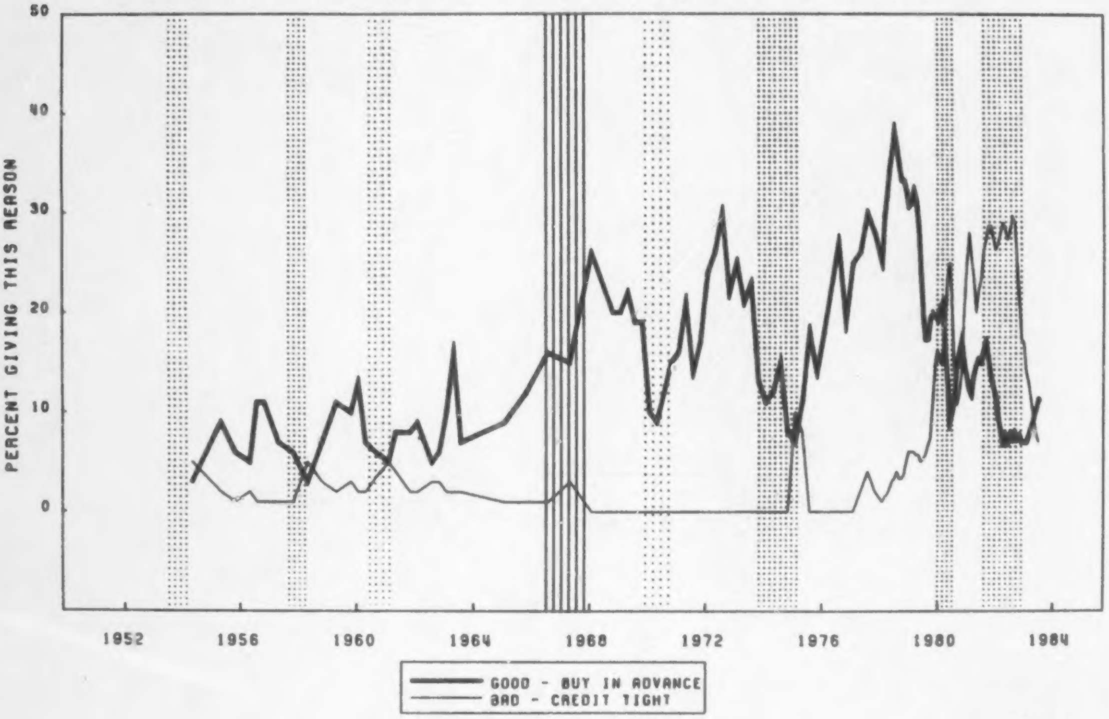


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

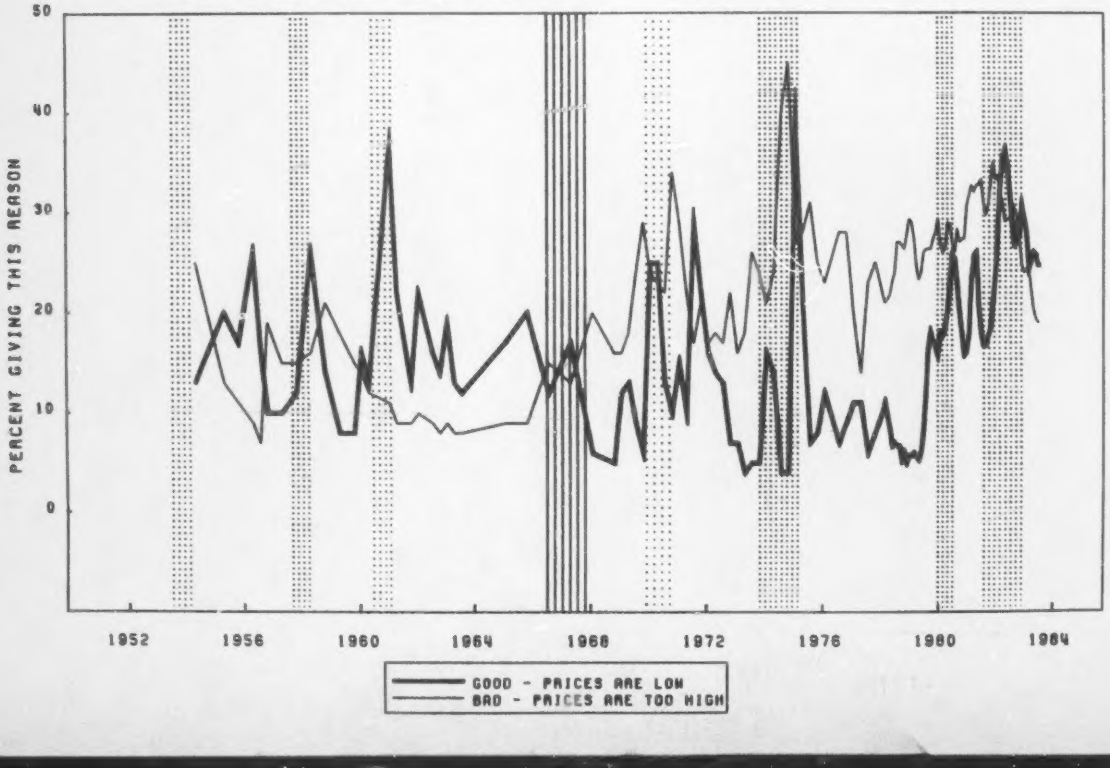


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	28%	26%	26%	29%	28%	35%	25%	24%	24%	28%	26%	23%	25%
Prices won't come down; are going higher	9	7	8	7	8	6	7	8	8	8	12	11	11
Interest rates low; credit is easy	5	6	10	11	20	27	29	35	34	40	40	40	37
New fuel efficient models	1	2	1	1	1	1	2	1	2	2	*	1	2
BAD TIME TO BUY:													
Prices are high	28	32	31	26	25	23	24	26	23	19	19	20	18
Interest rates are high; credit is tight	32	30	25	19	19	14	18	10	11	11	7	6	8
Lack of purchasing power	13	12	14	14	15	13	12	12	10	7	7	7	7
Price of gas; shortages	2	1	1	*	1	1	1	*	*	*	1	1	*
Poor selection; quality	10	7	7	7	7	7	6	5	5	5	5	6	5

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

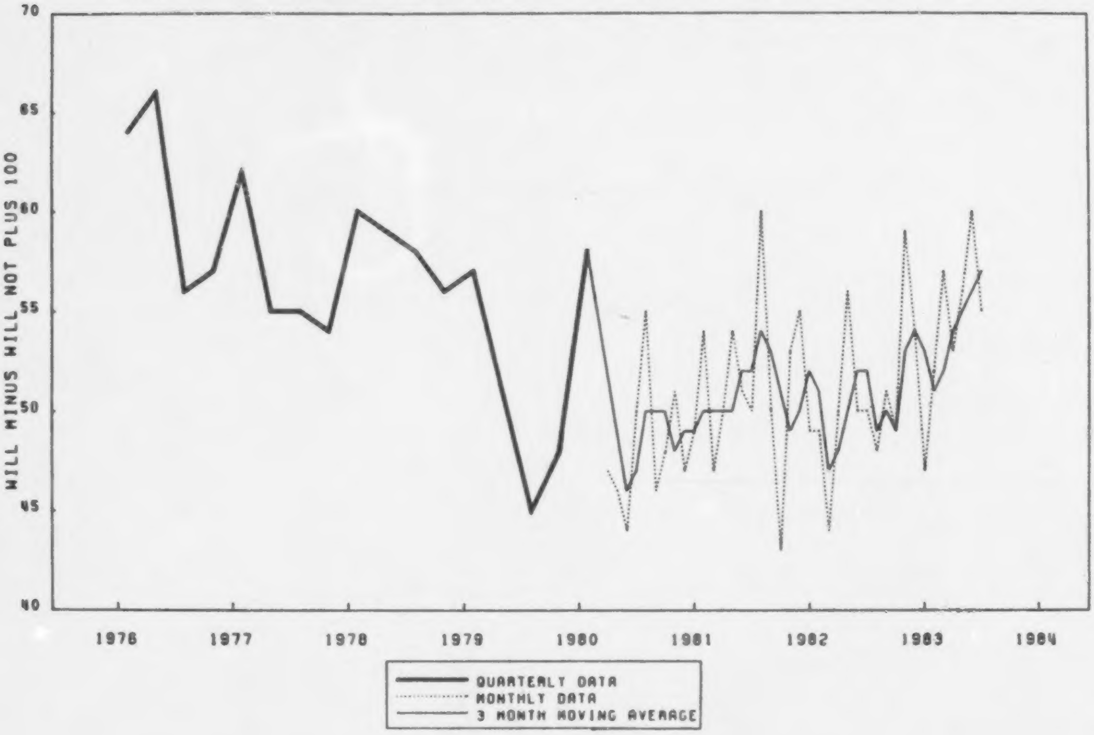


CHART 32 - HISTORICAL SERIES
PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

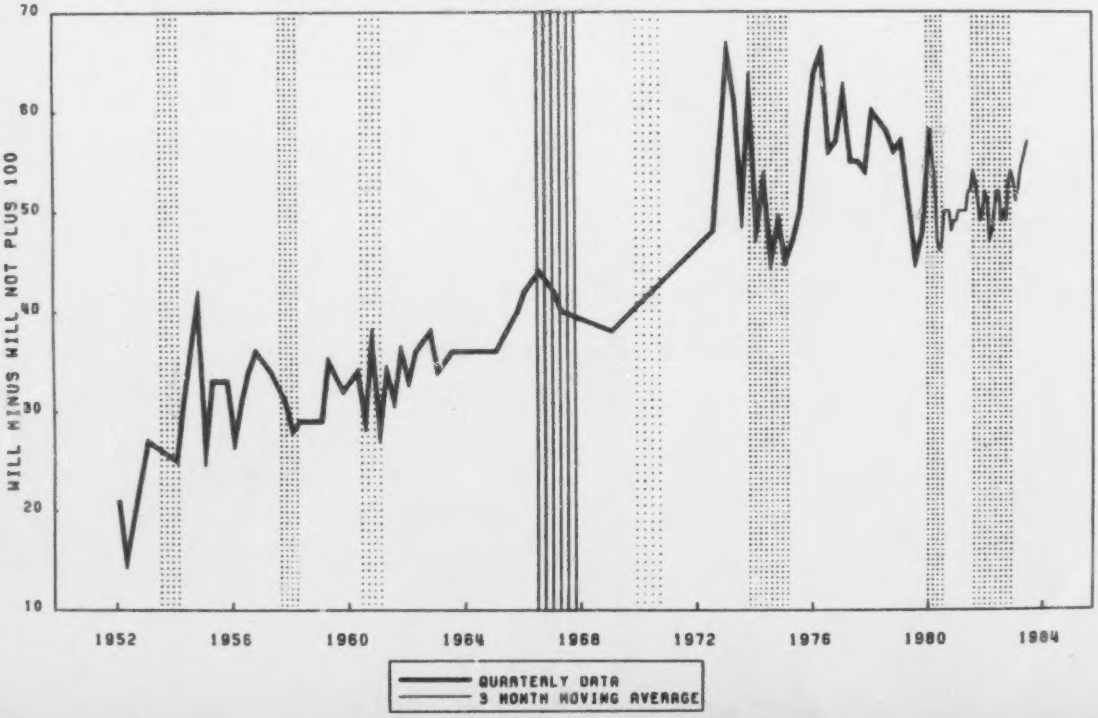


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
PROBABLY WILL BUY	16%	16%	18%	16%	21%	20%	15%	17%	20%	17%	17%	22%	18%
CHANCES ARE EVEN	8	7	5	7	8	8	7	8	7	9	9	7	6
PROBABLY WILL NOT BUY	66	68	67	67	62	66	68	65	63	64	61	62	63
DK,NA	10	9	10	10	9	6	10	10	10	10	13	9	13
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	708	680	695	687	682	682	682	709	696	707	700	714	680

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	24%	23%	23%	23%	29%	28%	22%	25%	27%	26%	26%	29%	24%
PURCHASE TYPE:													
Buy new	11	12	10	11	11	15	10	12	13	14	12	13	11
Buy used	11	9	12	11	15	10	10	11	12	11	11	13	11
Lease	1	1	*	1	2	2	1	1	1	*	2	2	1
DK,NA	1	1	1	*	1	1	1	1	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	6	4	2	4	4	2	3	3	1	6	2	1	4
Next 4-6 months	6	5	5	5	6	6	6	6	7	6	7	10	6
Next 7-9 months	3	3	4	5	8	6	4	7	9	7	8	8	3
10 months or more	4	4	7	5	7	7	4	5	6	2	4	4	6
DK,NA	5	7	5	4	4	7	5	4	4	5	5	6	5

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	July 1982	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	66%	68%	67%	67%	62%	66%	68%	65%	63%	64%	61%	62%	63%
PURCHASE TYPE:													
Would buy new	38	40	37	39	34	40	36	34	31	38	36	37	37
Would buy used	25	27	29	27	26	24	30	29	31	25	24	24	24
DK,NA	3	1	1	1	2	2	2	2	1	1	1	1	2
PURCHASE TIMING:													
Less than 2 years	4	5	5	5	7	7	8	8	6	8	7	6	8
2 years	20	22	23	23	22	22	23	19	20	22	24	20	23
3 years	13	12	11	11	8	10	10	10	11	12	10	10	9
4 years or more	21	18	20	19	18	17	21	20	21	16	18	21	18
Indefinite	2	4	3	3	2	4	2	2	1	2	1	1	2
DK,NA	6	7	5	6	5	6	4	6	4	4	1	4	3

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

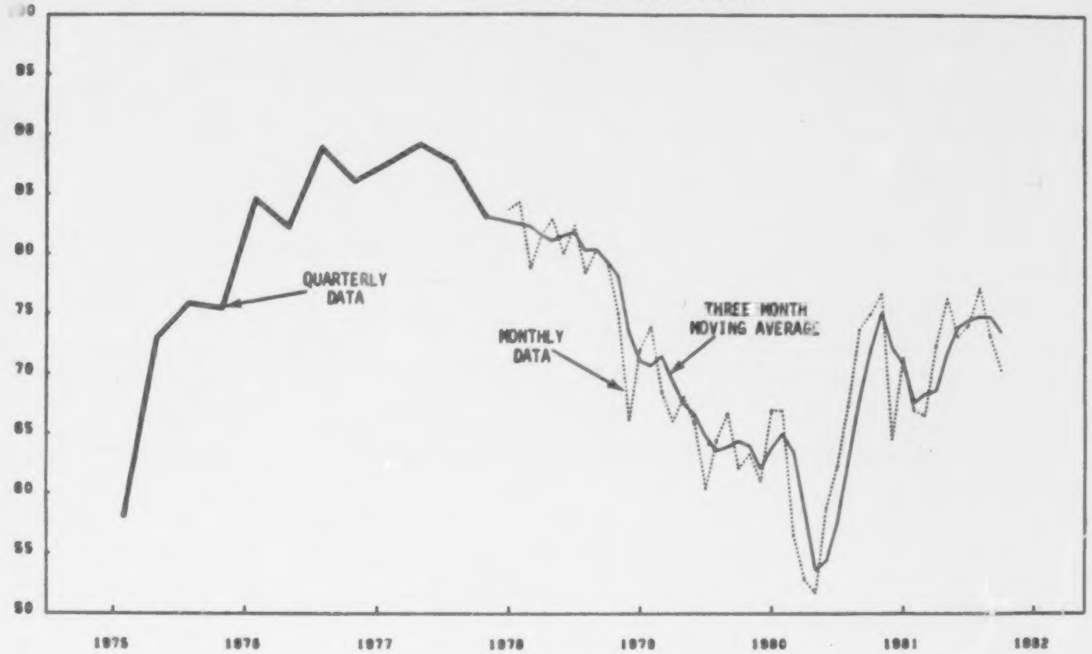
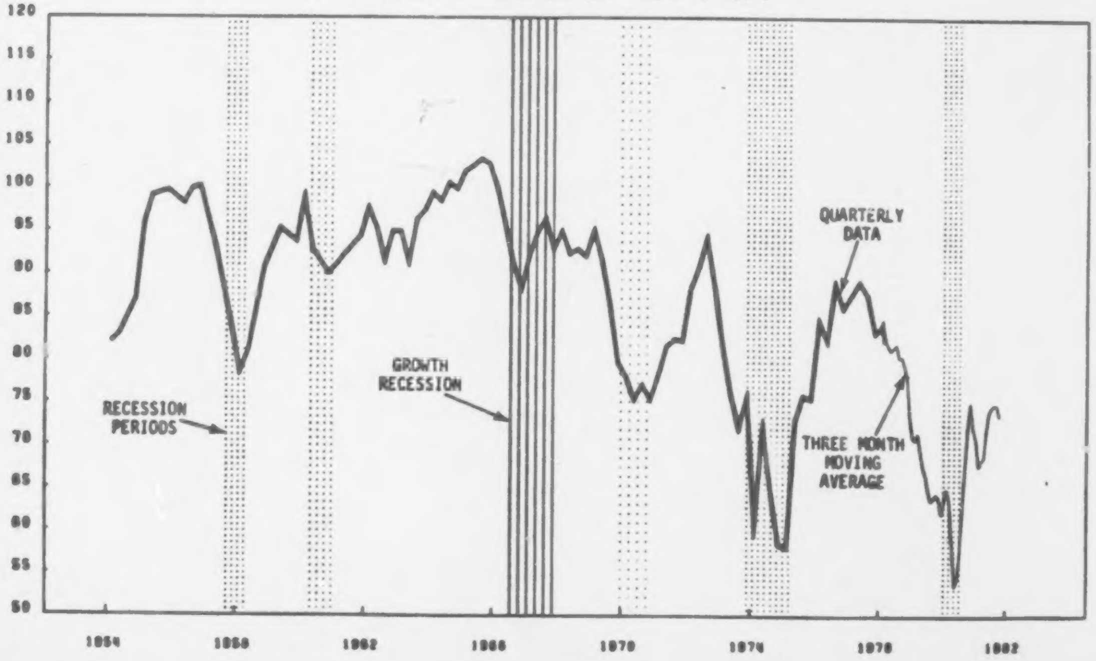


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES: November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 - November 1982

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

8/8/83 U7475-2 A

SURVEY RESEARCH CENTER UNIVERSITY OF MICHIGAN

August 5, 1983

JULY 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

OPTIMISM GROWS DESPITE INTEREST RATE CONCERNS

** In the July 1983 survey, the Index of Consumer Sentiment was 93.9, just above the 92.2 recorded in June and 93.3 in May 1983. During the past year the Index has gained 28.5 points, leaving the Index at its highest level since the 1972 peak of 94.4 was recorded.

** Among families with incomes of $20,000 or more, the Index rose to 104.4 in July, from 101.2 in June and 99.6 in May 1983. Compared with a year earlier, the Index was 35.5 points higher in the July 1983 survey among high income families.

** Interest rates were expected to increase by 40 percent of all families in the July 1983 survey, up from 29 percent in June, and twice the 20 percent recorded in May 1983. The proportion of families that expected interest rate declines was 20 percent in July 1983, down from 27 percent in June and 31 percent in May 1983. Overall, these were the least favorable interest rate expectations recorded during the last two years.

** Rising concern with interest rates led to small declines in favorable house buying attitudes from the record high levels in June 1983. Among all families, 59 percent rated house buying conditions favorably in July, down from the all-time peak of 66 percent in June 1983. The major reason underlying this decline was fewer mentions of lower mortgage interest rates (49 percent, down from the peak of 61 percent in June).

** Attitudes toward car buying conditions reached a new cyclical high point, with car buying attitudes now more favorable than at anytime since early 1963. Among all families, 65 percent thought car buying conditions were favorable in the July 1983 survey, a level largely unchanged since April. The negative influence of rising interest rates has been significantly diminished by dealer subsidized interest rates.

** Consumers reported progress in their personal financial situation more frequently in the July 1983 survey than at any other time during the last five years. Among all families, 40 percent reported improvement over the prior year, compared with 29 percent that reported that their family financial situation had worsened. In the July 1983 survey consumers were more willing to use accumulated savings or to incur new debt to make major new purchases than throughout the prior three years.

* * *

Consumer attitudes and expectations established a new cyclical peak in the July 1983 survey. Widespread optimism about prospects for personal finances as well as for the economy as a whole was recorded. Rising concern with interest rates began to affect house buying attitudes, but had little influence on buying attitudes toward cars and large household durables in the July 1983 survey. Overall, buying attitudes remain at record high levels, and point toward a continued recovery in consumer sales.

Increases in Interest Rates Expected

The July 1983 survey found consumers to hold the least favorable interest rate expectations recorded during the past two years, with most of the decline being recorded during the past two months. Among all families, the proportion that expected interest rates to increase during the upcoming year rose to 40 percent in the July 1983 survey, up from 29 percent in June and twice the 20 percent recorded in May 1983. On balance, twice as many consumers expected interest rates to increase as to decline in the July 1983 survey (40 versus 20 percent). In contrast, as recently as January 1983, more than twice as many families expected interest rates to decline as to increase (44 versus 18 percent).

Favorable Buying Attitudes

Rising concern with mortgage interest rates has led to a small decline in favorable attitudes toward buying conditions for houses. Despite this recent decline, overall house buying attitudes remain at very favorable levels. The proportion of families that rated house buying conditions favorably fell to 59 percent in July 1983 from the all-time peak of 66 percent in June 1983, but remained almost four times higher than the 15 percent recorded one year earlier. When asked to explain their views on buying conditions for houses, the proportion of families that mentioned the availability of lower mortgage rates fell to 49 percent in July from the all-time peak of 61 percent recorded in the June 1983 survey, while references to high mortgage rates rose to 26 from 23 percent.

In the July 1983 survey, market conditions for automobiles were viewed more favorably on balance than any time since early 1963. Among all families, 65 percent thought buying conditions for automobiles were favorable, compared with 27 percent that reported unfavorable buying conditions. Automobile buying attitudes have remained largely unchanged near this record favorable level since April 1983. The negative impact of increases in interest rates on car buying attitudes in the July 1983 survey was countered by the availability of dealer financing at discounted rates. When asked to explain their views on car buying conditions, 37 percent of all families mentioned the availability of lower interest rates on car loans, down somewhat from the peak rate of 40 percent recorded in each of the prior three months. The proportion of families that reported high interest rates rose from 6 to just 8 percent during the past month. Offsetting these small declines, families more frequently mentioned the availability of price discounts and rebates in July 1983 than one month earlier (25 up from 23 percent), and less frequently referred to high car prices (18 down from 20 percent).

Favorable buying conditions for large household durables were reported by 67 percent of all families, compared with 24 percent that rated durable buying conditions unfavorably. This represented the most favorable view of buying conditions for durables recorded during the past five years. More than twice as many families mentioned the appeal of lower durable prices (32 percent) than referred to high prices (14 percent), when asked to explain their views on buying conditions.

Personal Finances Improve

American families reported, on balance, more favorable evaluations of their personal financial situation in the July 1983 survey than at any other time prior to 1972. Among all families, 40 percent reported that their financial situation had improved during the past year, compared with 29 percent that reported a worsened financial situation in the July 1983 survey. This favorable balance stands in contrast to one year earlier, when a worsening financial situation was reported more frequently by the margin of 41 to 31 percent. When asked to explain how their financial situation had changed, families more frequently mentioned income increases in July 1983 (32 percent) than one year earlier (28 percent), and fewer families reported income declines (18 percent) than one year earlier (23 percent). In addition, the July 1983 survey recorded fewer references than any time since 1972 to the adverse impact of inflation on family budgets--16 percent in July 1983, down from 29 percent one year earlier.

Consumers in the July 1983 survey, remained optimistic about prospects for improvement in their personal financial situation during the year ahead, with nearly four times as many families expecting improvement rather than financial setbacks (35 versus 9 percent). Although personal financial expectations have continued to be maintained at relatively high levels, the proportion of families that reported they expected their financial situation to improve was somewhat lower in July (35 percent) than in June (43 percent) or May (43 percent).

In the July 1983 survey, consumers reported an increased readiness to draw on savings and incur debt in order to finance major new purchases (see Tables A and B). Among all families, 28 percent reported they were not reluctant to incur new debt, more than twice the 11 percent recorded one year earlier, and the highest level during the past three years. The proportion that remained reluctant to incur new debt fell to 69 percent in July 1983, from 86 percent one year earlier. Use of accumulated savings to make major new purchases was viewed with favor by 37 percent of all families, up from 26 percent one year earlier, and 31 percent two years earlier.

Improved Economy Expected

In the July 1983 survey, favorable changes continued to dominate consumer perceptions of recent developments in the economy. Reports of increases in employment continued to outnumber reports of increases in unemployment (29 versus 16 percent). More than twice as many families in the July 1983 survey expected unemployment to decline as to increase in the year ahead (39 versus 16 percent). Overall, record numbers of consumers reported that current business conditions had improved over those of a year earlier (63 percent).

These views on the economy stand in sharp contrast to those which prevailed one year earlier, when the news heard and recalled by consumers was dominated by unfavorable developments. Half of all consumers at that time reported hearing of increases in unemployment; about half expected further increases in unemployment; and four-in-five consumers reported declines in business conditions at that time.

Business conditions were expected to improve during the year ahead by nearly half of all families in the July 1983 survey. Less than one family in ten expected a renewed economic downturn during the year ahead. The improvement in business conditions is expected to lead to good times financially in the economy as a whole by 63 percent of all families in the July 1983 survey, unchanged from one month earlier, but substantially above the 23 percent recorded one year earlier. Long term business expectations have likewise remained largely unchanged in recent months at a significantly higher level than a year earlier. Among all families, 39 percent expected good times financially over the longer term in July 1983, up from 22 percent a year earlier. Consequently, while the majority expected good times financially in the economy during the next year or so, the majority did not expect these good times to persist uninterrupted into the longer term.

The annual rate of inflation consumers expected was 4.6% in the July 1983 survey, just below the 4.7% recorded in June, and well below the 6.0% recorded one year earlier. When asked whether unemployment or inflation represented the more serious economic hardship facing the nation, the proportion that selected unemployment as the more serious hardship declined to 63 percent in the July 1983 survey, below the 70 percent recorded one month earlier, and 67 percent recorded one year earlier. Concern with inflation as the more serious economic problem facing the nation rose to 29 percent in July, from 22 percent in June, and 21 percent one year earlier. This small shift in emphasis reflects the lessening of concern with unemployment rather than a heightened concern with inflation.

Confidence in government economic policies to reduce inflation and unemployment rose in the July 1983 survey, partially regaining earlier declines. Among all families, 27 percent rated economic policies favorably, up from 23 percent in June and 18 percent one year earlier. Unfavorable evaluations of government economic policies were reported by 21 percent of all families in July, down from 23 percent in June 1983, and 34 percent one year earlier.

Pattern of Recovery

The all-time record low of 54.4 was recorded in the Index of Consumer Sentiment. The 1980 low was record setting due to a combination of unfavorable developments: the majority of consumers expected double-digit inflation; two-thirds expected increases in unemployment; and high interest rates led the majority to view buying conditions unfavorably. Inflation expectations have declined steadily since then, and by a substantial amount. The cumulative declines in inflation expectations have had a persistent and substantial impact on consumers expectations for both their personal financial situation as well as the economy as a whole, partially softening the adverse impact from the renewed economic downturn starting in mid 1981.

In contrast to the uninterrupted three year decline in inflation expectations, unemployment expectations improved following the 1980 lowpoint, but the improvement was quickly reversed in 1981. Unemployment expectations again improved starting in the last half of 1982, and have been the primary factor underlying the rapid rise in consumer optimism in the first half of 1983.

This pattern of change in consumer attitudes and expectations is typical of past recovery periods, which usually benefit from declines in inflation before declines in unemployment.

The distinctive aspect of this recovery is that expected trends in inflation coupled with more volatile interest rate expectations have begun to restructure consumer attitudes toward market buying conditions. During the 1970's, consumers found the most important source of variability in buying conditions to be changes in product prices, and frequently adopted buy-in-advance rationales in response to expected price increases. This response predominated at that time because interest rates charged on consumer loans were largely unresponsive to changes in the expected rate of inflation. The "buy-in-advance psychology" which developed represented a significant restructuring of buying attitudes from the 1950s and early 1960s. Since 1980, consumers have viewed interest rates charged on consumer loans, rather than inflation, to be the most important source of expected variability in market buying conditions. Such an "interest rate psychology" has begun to restructure buying attitudes again, and acts to focus the timing of purchase decisions on current and expected trends in interest rates.

* * *

The July 1983 survey was conducted between June 26 and July 29, 1983, and included 680 completed interviews.

TABLE A

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE CREDIT FOR MAJOR PURCHASES

	Use of Credit			
	July 1980	July 1981	July 1982	July 1983
OK to use credit; not especially reluctant	13%	12%	11%	28%
Pro-con	1	1	1	1
Not OK to use credit; especially reluctant	85	84	86	69
DK, NA	1	3	2	2
Total	100%	100%	100%	100%
Cases	598	694	708	680

---

*Less than 0.5 percent.

The question was: "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time you would be especially reluctant to take on new debt?"

TABLE B

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS FOR MAJOR PURCHASES

(Percentage of families wtih savings)

	Use of Savings			
	July 1980	July 1981	July 1982	July 1983
OK to use savings; not especially reluctant	NA	31%	26%	37%
Pro-con		1	1	*
Not OK to use savings; especially reluctant		66	72	61
DK, NA		2	1	2
Total		100%	100%	100%
Cases		688	650	623

---

*Less than 0.5 percent.

The question was: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings, or is now a time when you would be especially reluctant to use some of your savings?"

9/7/83 U7475-2 A

SURVEYS OF CONSUMER ATTITUDES

SURVEY RESEARCH CENTER
UNIVERSITY OF MICHIGAN

Institute for Social Research

TABLES AND CHARTS

AUGUST 1983

The August 1983 survey is the 179th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

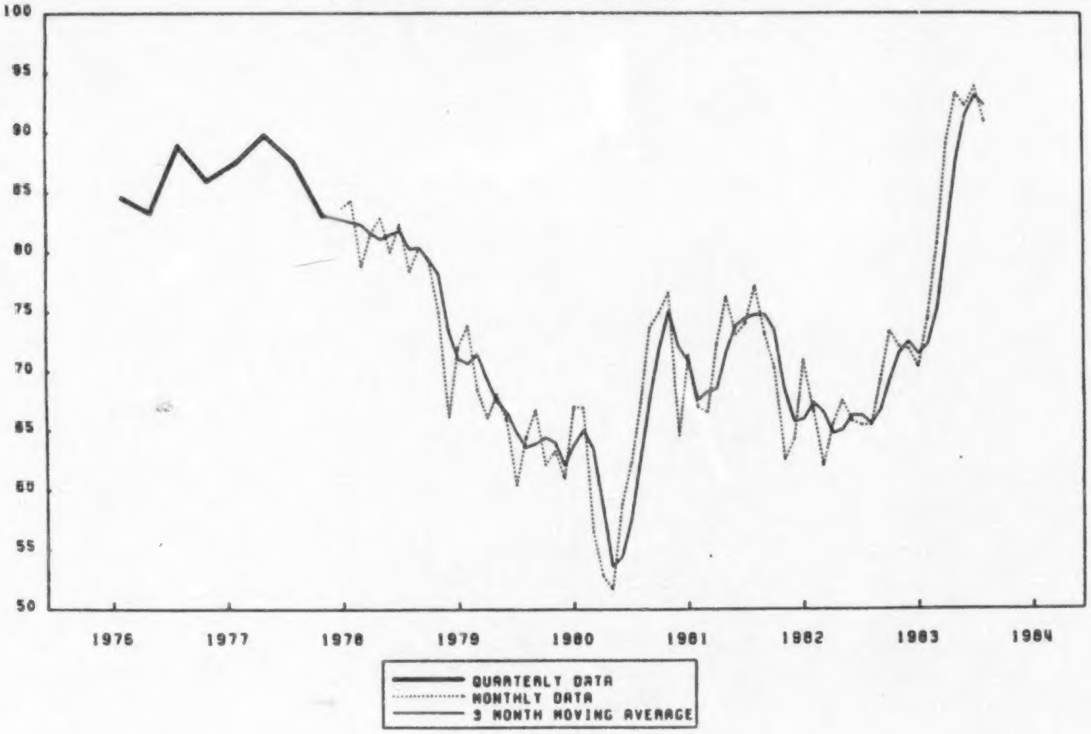

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

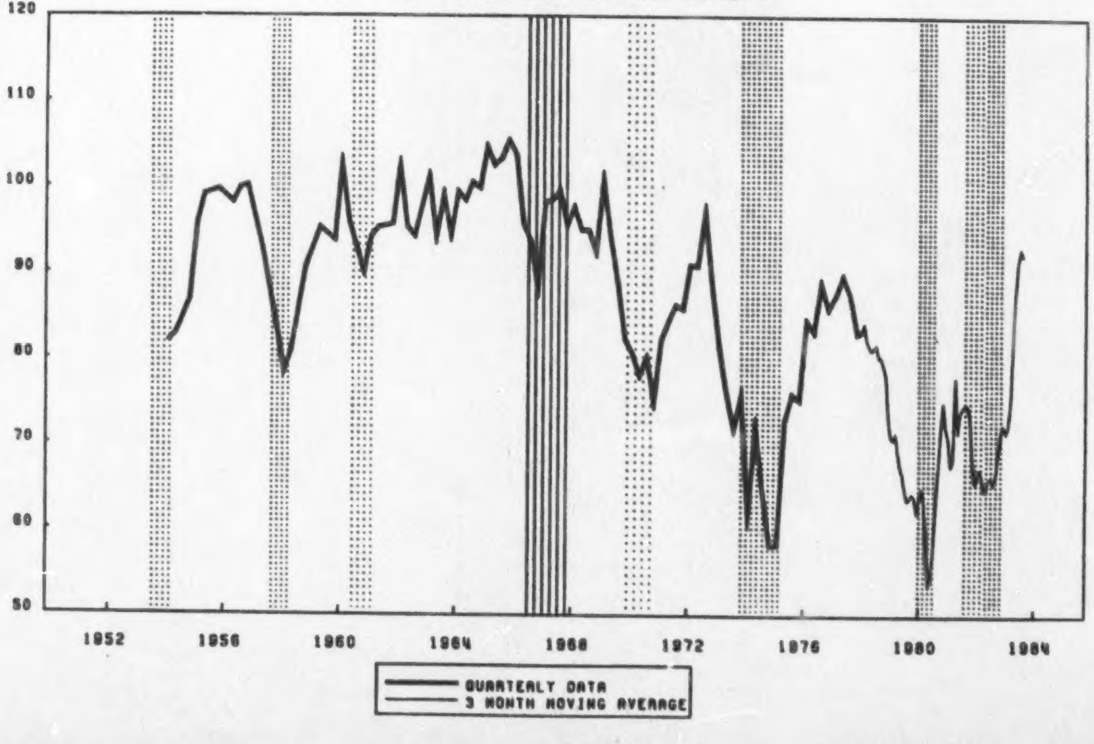

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY		All families	Families with incomes over $20,000	Families with incomes over $25,000
August	1980	67.3	70.9	74.2
September	1980	73.7	78.1	78.5
October	1980	75.0	76.3	78.7
November	1980	76.7	82.7	87.5
December	1980	64.5	66.9	68.6
January	1981	71.4	74.8	77.1
February	1981	66.9	74.2	77.5
March	1981	66.5	72.1	73.7
April	1981	72.4	77.1	78.0
May	1981	76.3	80.8	85.0
June	1981	73.1	81.2	82.9
July	1981	74.1	80.8	82.1
August	1981	77.2	82.7	85.0
September	1981	73.1	75.2	73.3
October	1981	70.3	74.5	77.9
November	1981	62.5	67.2	66.3
December	1981	64.3	71.0	71.1
January	1982	71.0	77.9	77.8
February	1982	66.5	71.5	72.8
March	1982	62.0	67.0	67.9
April	1982	65.5	71.5	73.2
May	1982	67.5	72.7	74.8
June	1982	65.7	71.4	72.9
July	1982	65.4	68.9	69.2
August	1982	65.4	71.0	73.6
September	1982	69.3	78.4	81.1
October	1982	73.4	77.5	80.9
November	1982	72.1	79.3	81.1
December	1982	71.9	78.0	80.5
January	1983	70.4	78.2	78.8
February	1983	74.6	79.9	81.3
March	1983	80.8	88.4	88.9
April	1983	89.1	97.1	99.0
May	1983	93.3	99.6	101.0
June	1983	92.2	101.2	102.5
July	1983	93.9	104.4	106.5
August	1983	90.9	101.2	103.5

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

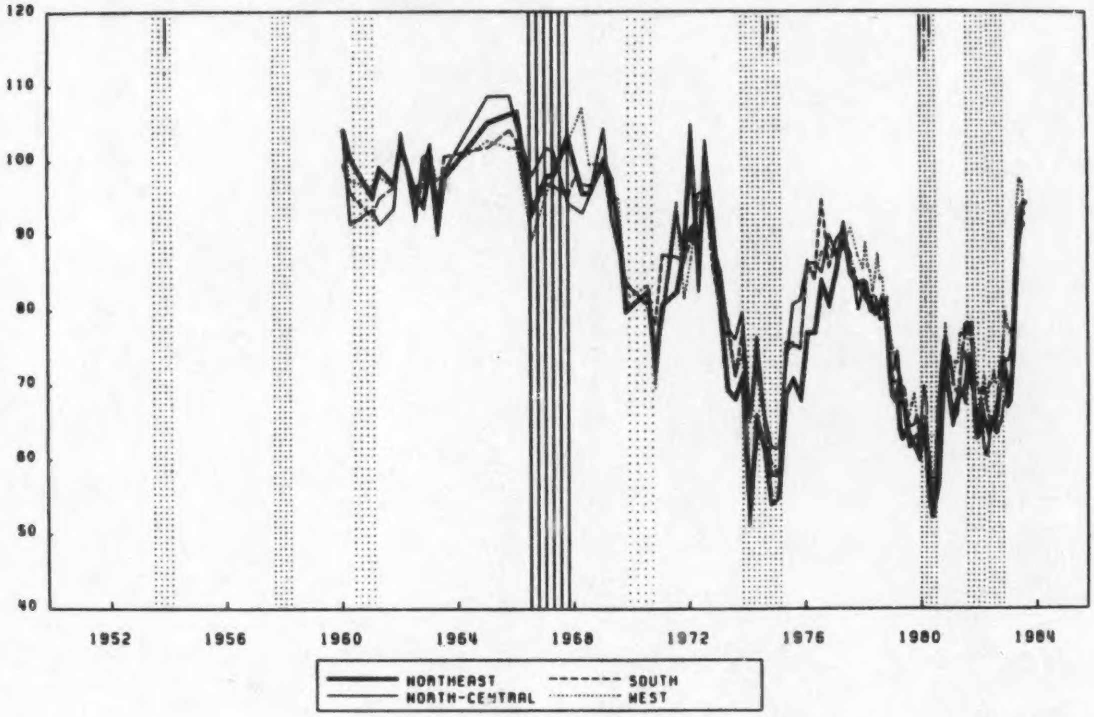

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

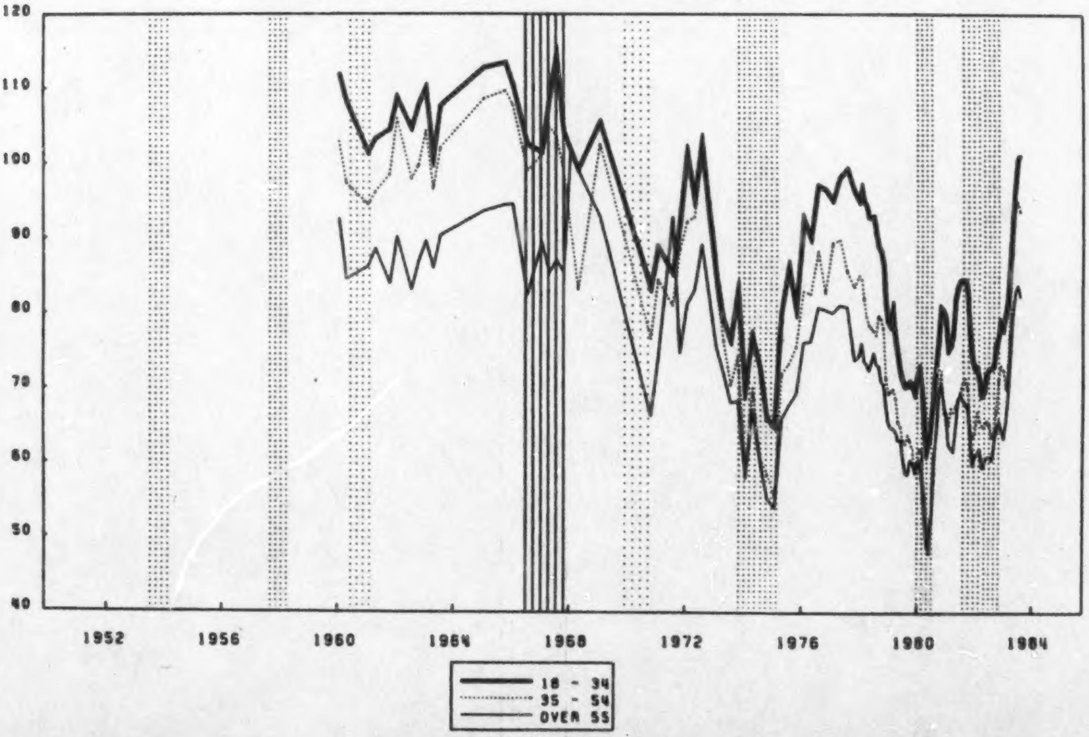

TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
August	1980	59.0	66.2	72.6	68.1	72.0	64.8	66.0
September	1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October	1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November	1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December	1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January	1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February	1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March	1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April	1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May	1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June	1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July	1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August	1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September	1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October	1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November	1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December	1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January	1982	68.6	67.3	72.0	76.2	76.6	67.4	68.5
February	1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April	1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
May	1983	88.3	90.7	93.3	102.7	97.2	97.1	84.9
June	1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9
July	1983	98.3	93.8	89.9	94.3	106.0	93.6	83.0
August	1983	89.6	92.0	91.3	89.6	99.2	92.9	80.0

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

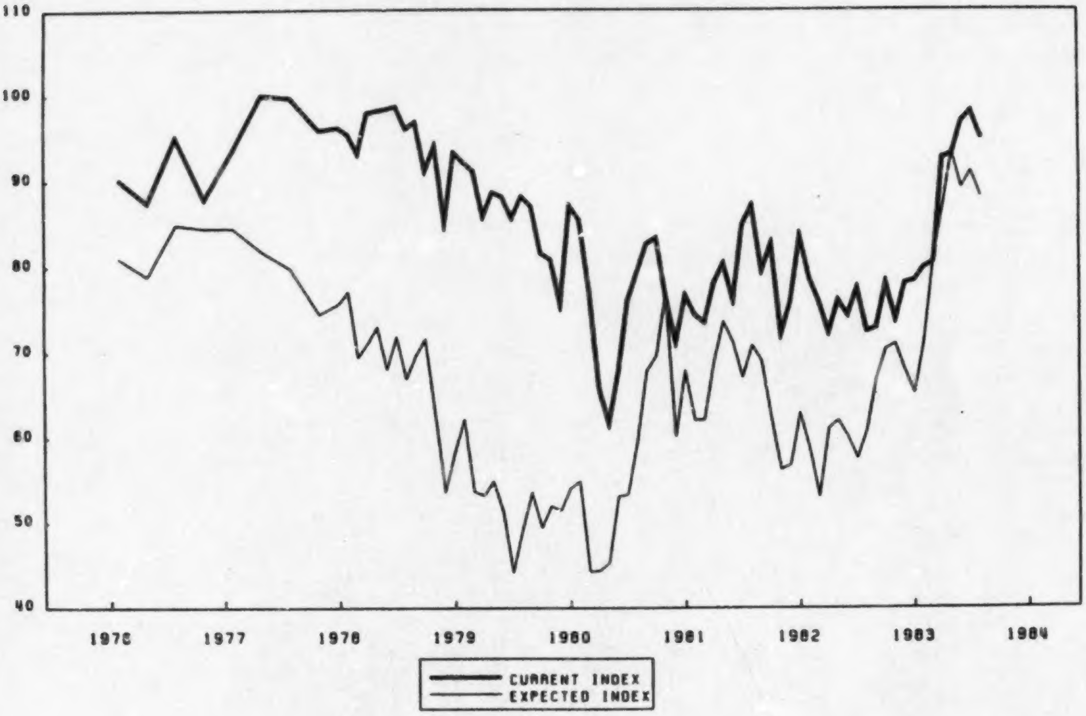

CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

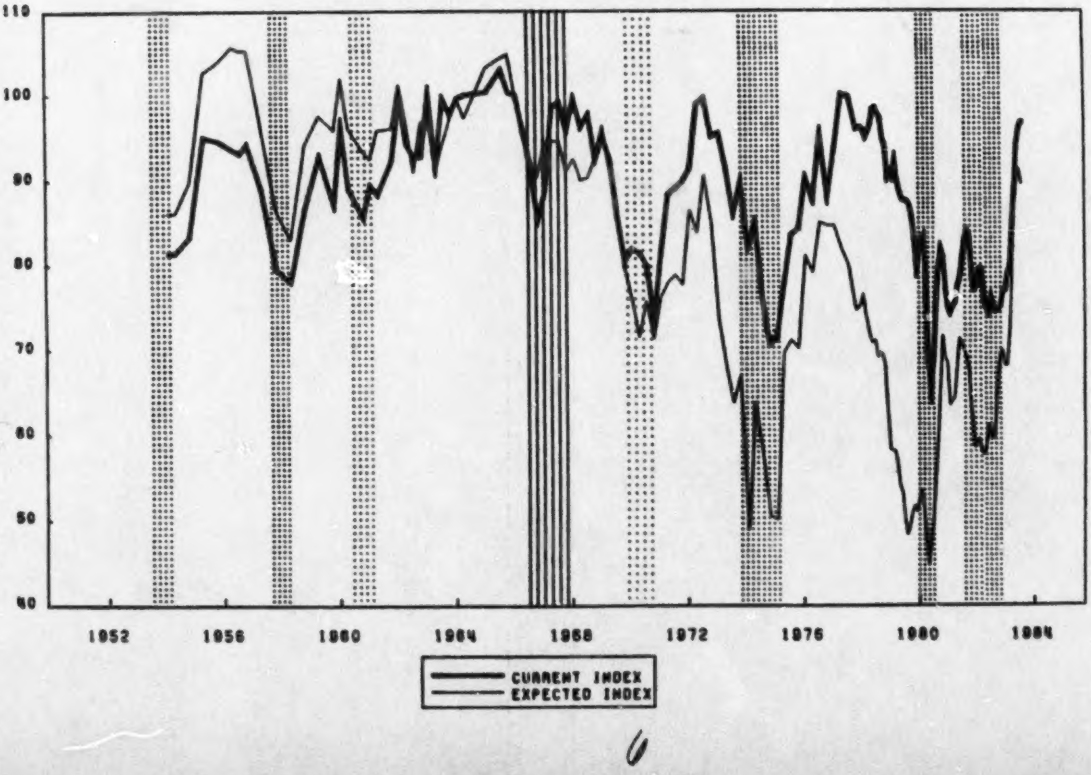

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

	INDEX COMPONENTS +						
	Personal finances		Business conditions		Buying conds.	Current Index	Expected Index
	Current	Expected	12 months	5 years			
DATE OF SURVEY	(1)	(2)	(3)	(4)	(5)	(1,5)	(2,3,4)
August 1980	93	111	63	60	109	79.4	59.6
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9
April 1983	108	131	120	99	131	92.7	86.9
May 1983	101	137	139	100	139	93.1	93.4
June 1983	110	128	134	97	141	96.9	89.2
July 1983	111	126	136	104	143	98.1	91.1
August 1983	106	124	130	100	140	95.1	88.2

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

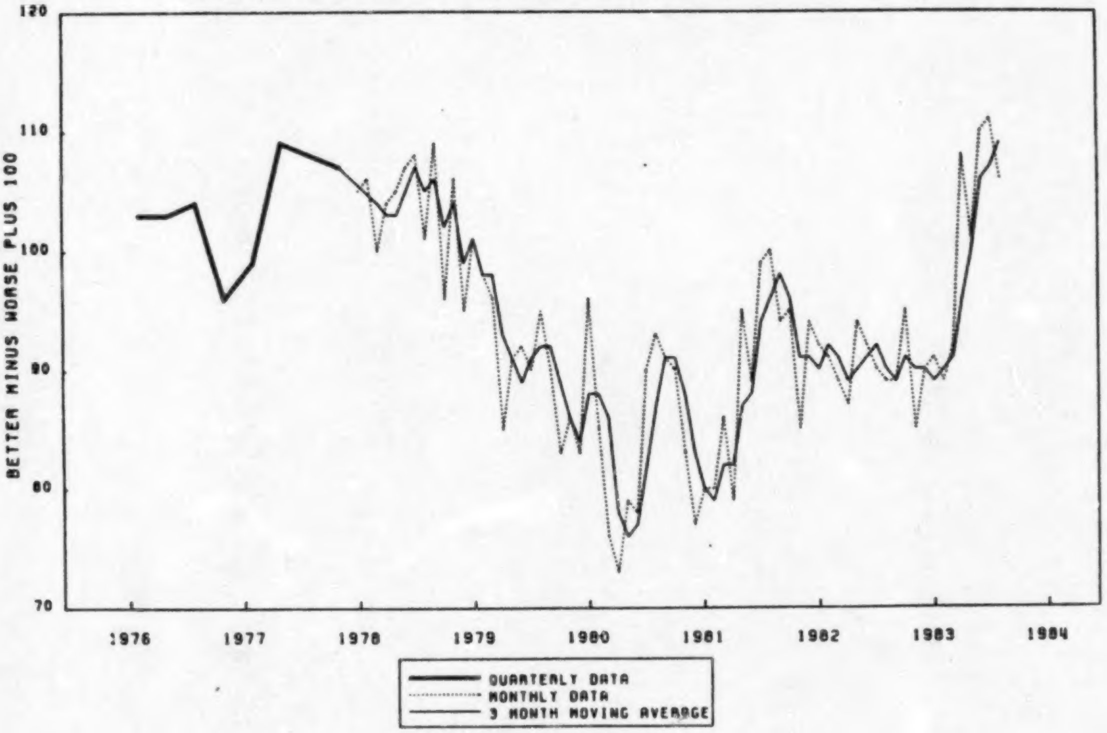

CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

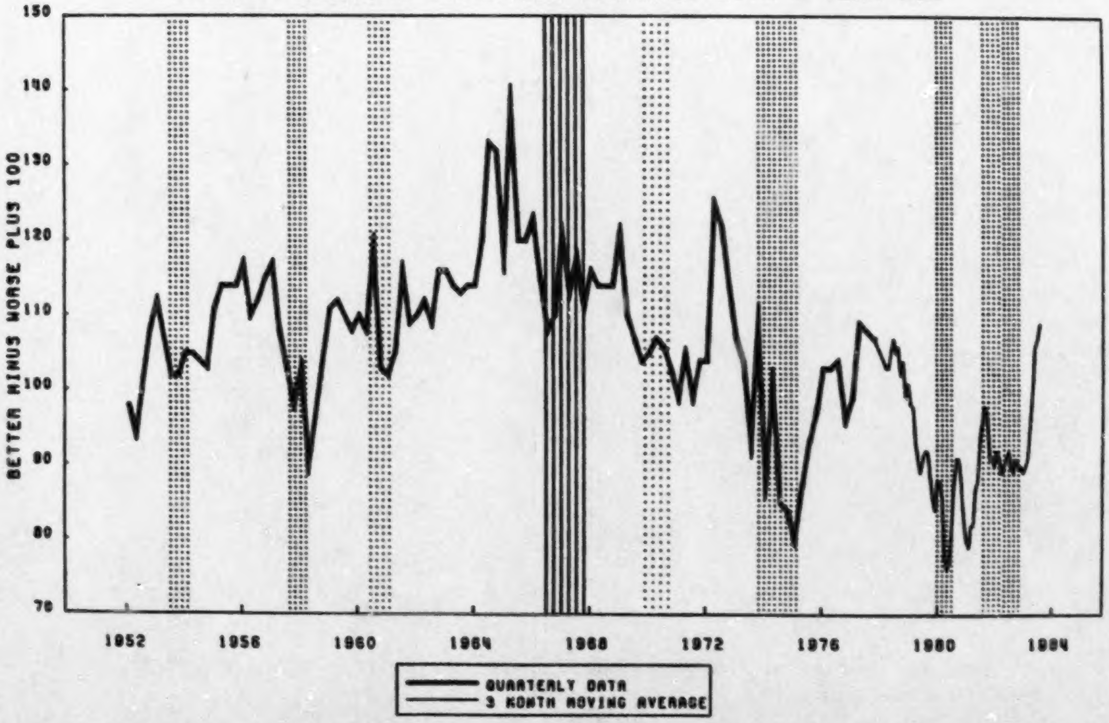

TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
BETTER OFF	29%	31%	34%	31%	28%	29%	30%	31%	39%	34%	38%	40%	36%
SAME	30	27	27	23	34	33	29	30	30	33	33	31	34
WORSE OFF	40	42	39	46	38	38	41	39	31	33	28	29	30
DK,NA	1	*	*	*	*	*	*	*	*	*	1	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

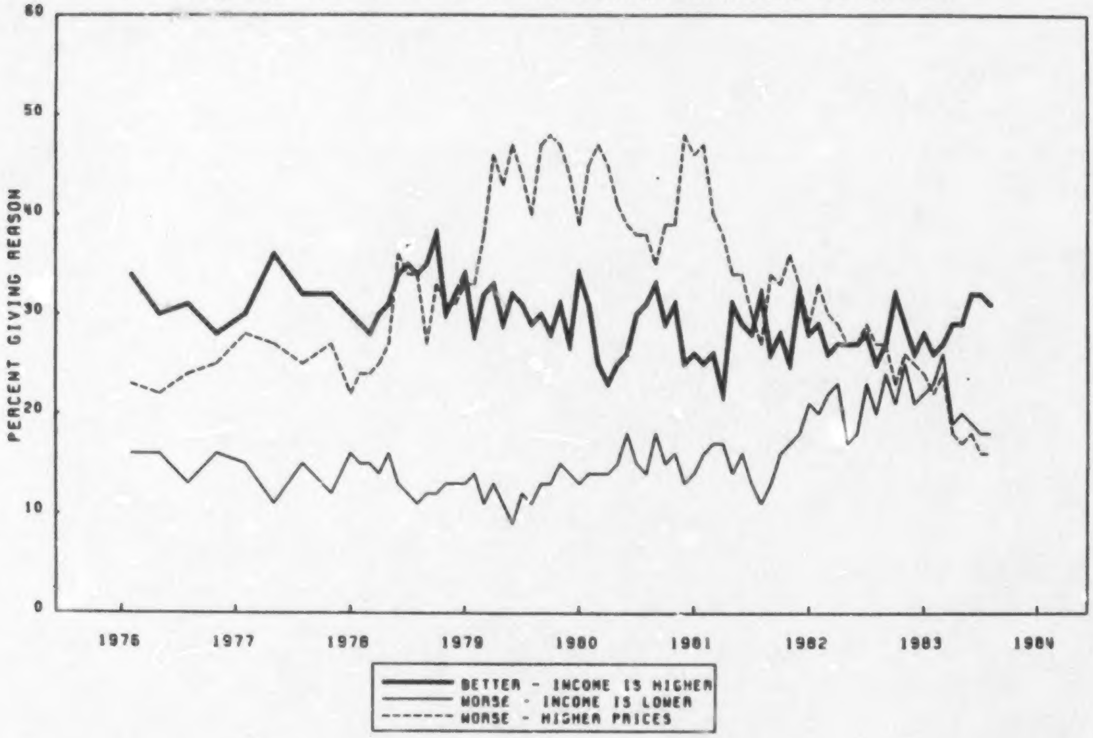

CHART 5 - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

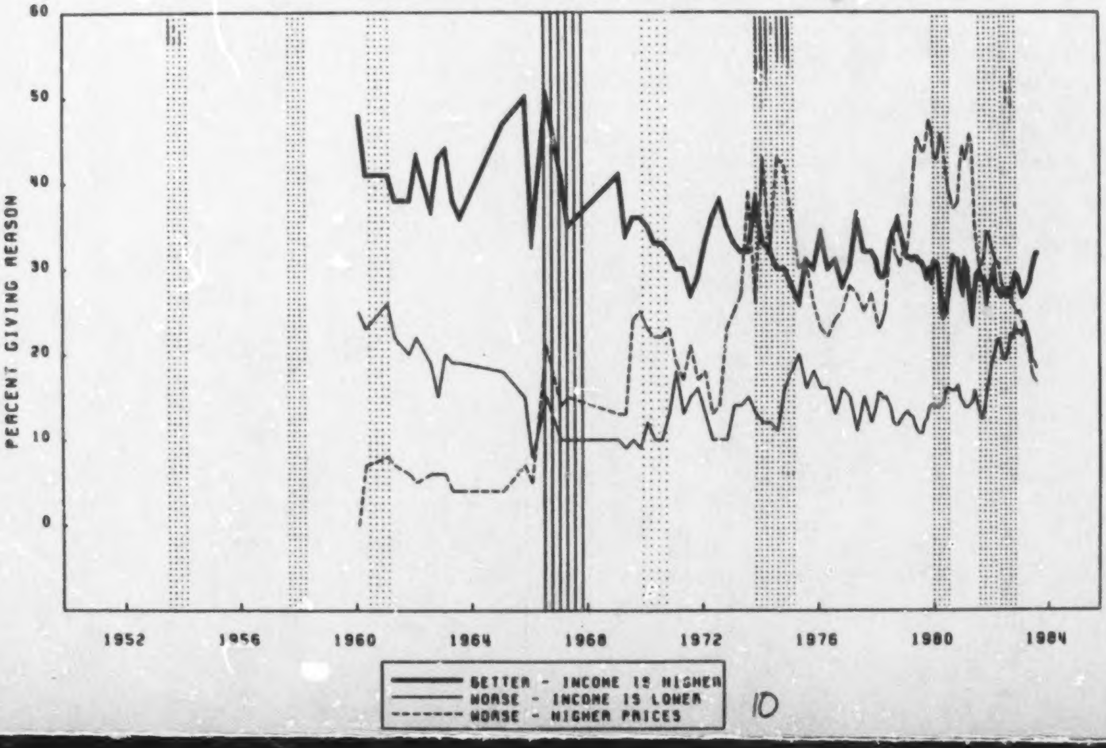

TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	25%	27%	32%	29%	26%	28%	26%	27%	29%	29%	32%	32%	31%
WORSE OFF THAN YEAR AGO:													
Income is lower	20	24	21	25	21	22	23	26	19	20	19	18	18
Higher prices	27	27	23	26	25	24	22	24	18	17	18	16	16

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

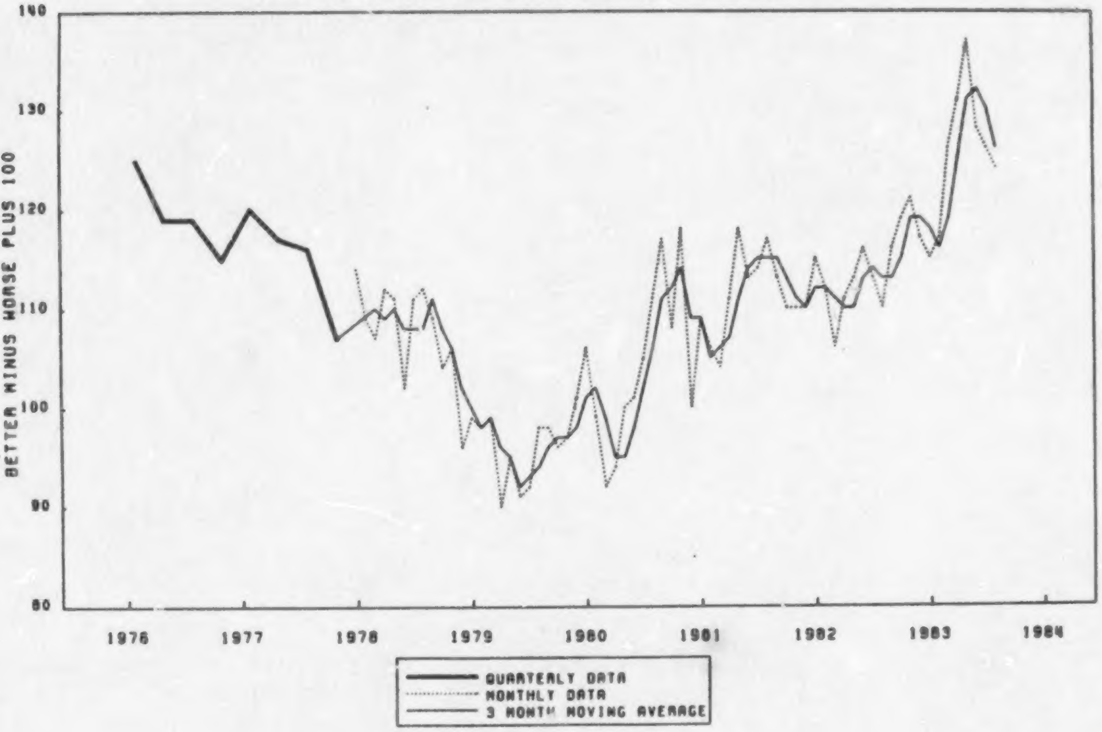

CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

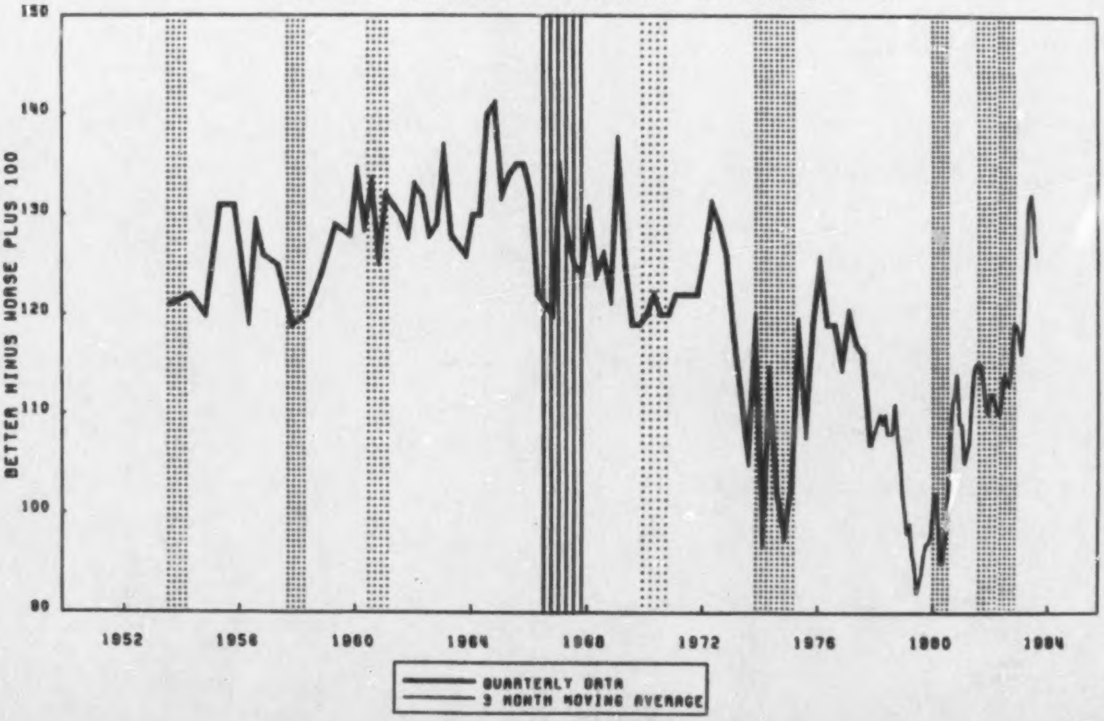

TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
BETTER OFF	30%	33%	35%	37%	34%	34%	33%	39%	40%	43%	37%	35%	37%
SAME	46	48	45	43	46	44	47	46	47	47	52	52	46
WORSE OFF	20	17	16	16	17	19	16	13	9	6	9	9	13
DK,NA	4	2	4	4	3	3	4	2	4	4	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

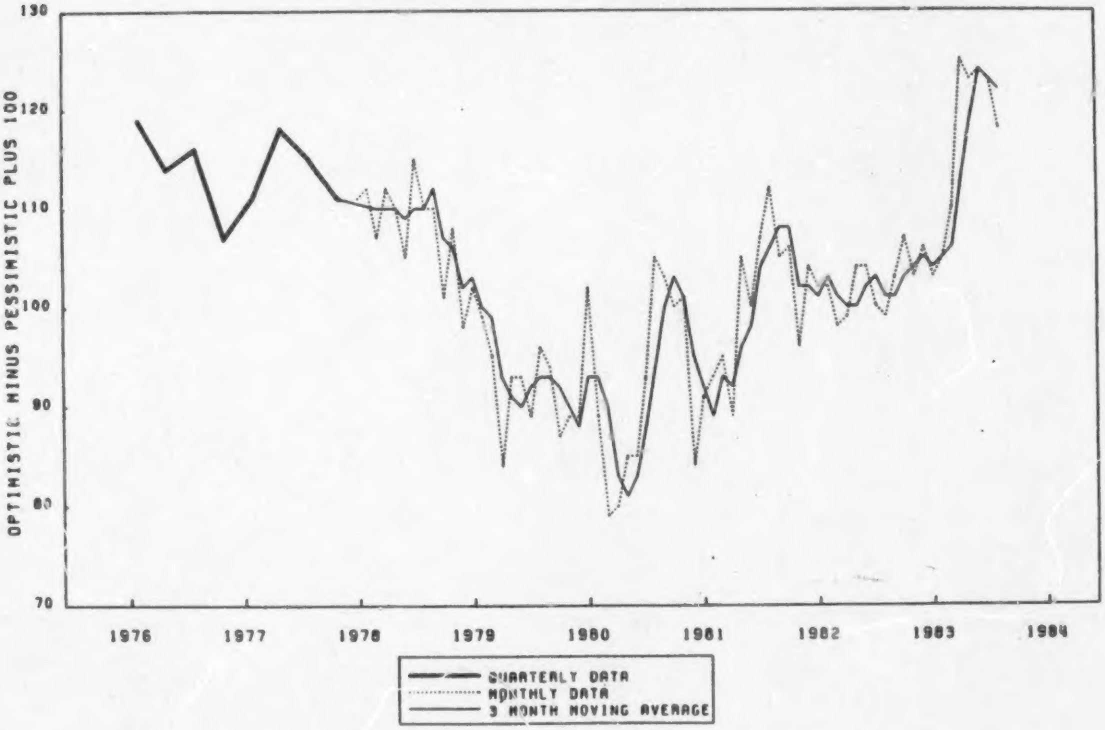

CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

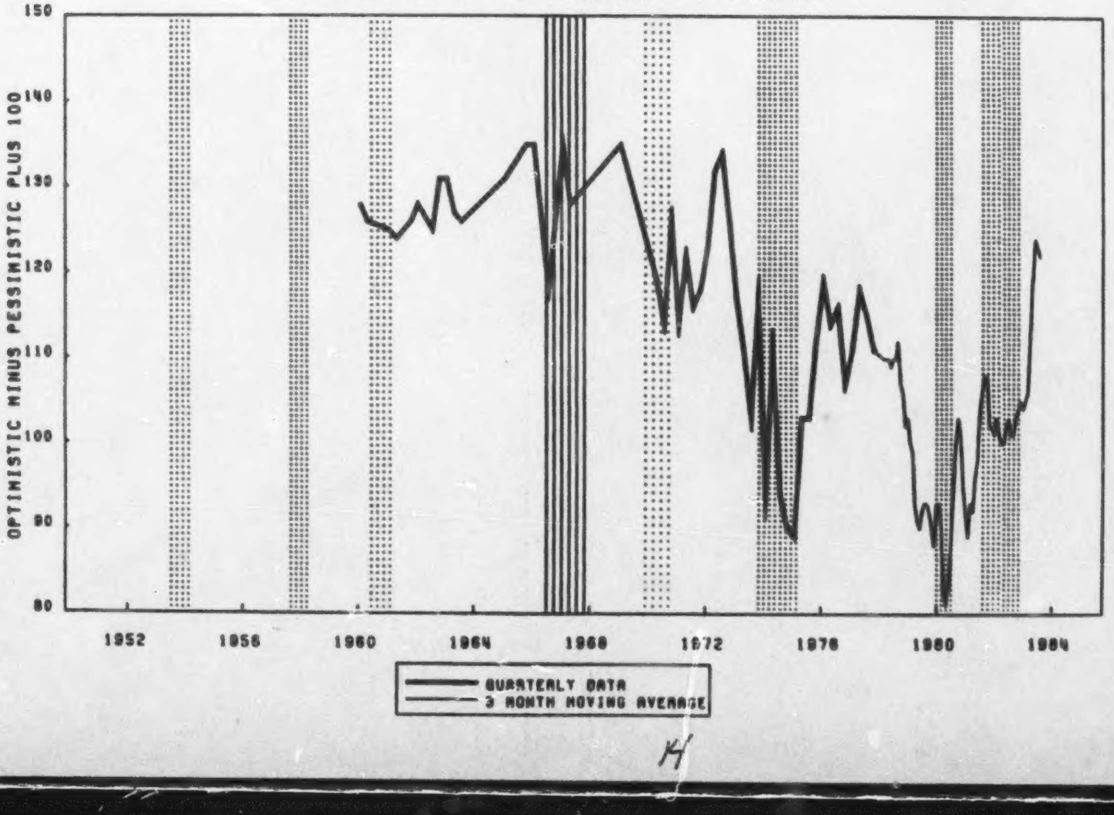

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TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	15%	18%	16%	14%	15%	13%	16%	19%	18%	19%	20%	19%
Intermittent increase (b)	18	21	20	19	22	20	22	22	26	25	26	24	23
Remain unchanged (c)	18	16	14	12	18	16	16	16	18	18	20	21	19
Intermittent decline (d)	21	22	21	22	18	21	20	21	15	18	17	16	18
Continuous decline (e)	13	11	10	10	12	11	10	7	5	2	4	5	6
Mixed change (f)	11	12	12	18	13	13	14	16	13	15	11	10	10
DK,NA	4	3	5	3	3	4	5	2	4	4	3	4	5
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

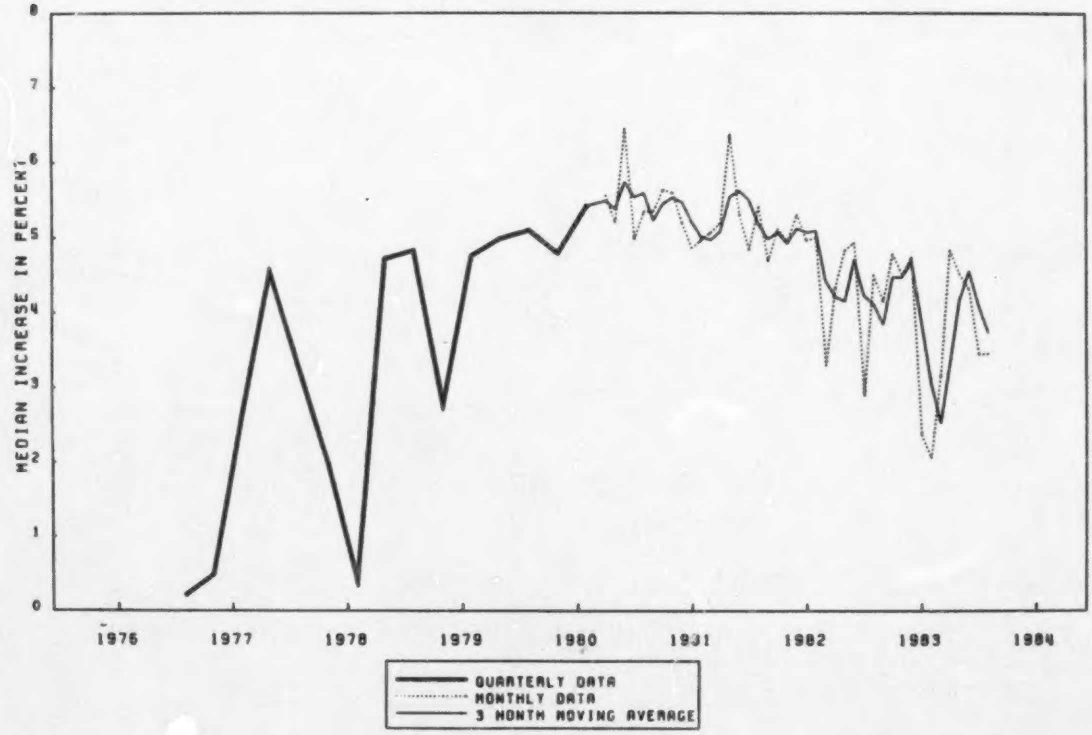

TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
EXPECT INCREASE:													
1-4%	8%	6%	7%	6%	6%	11%	7%	7%	9%	8%	8%	9%	13%
5%	7	9	9	9	10	9	9	10	12	9	11	12	10
6-9%	12	9	11	7	9	8	8	10	12	8	11	10	10
10-24%	18	21	18	19	22	13	16	16	19	20	16	15	15
25% or more	7	7	8	9	7	7	8	7	7	9	8	7	8
DK how much up	6	4	7	6	4	6	4	5	4	5	4	4	4
EXPECT SAME	24	30	23	27	24	28	30	26	25	26	28	28	23
EXPECT DOWN	15	13	14	14	17	17	16	17	10	14	13	13	14
DK,NA	3	1	3	3	1	1	2	2	2	1	1	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

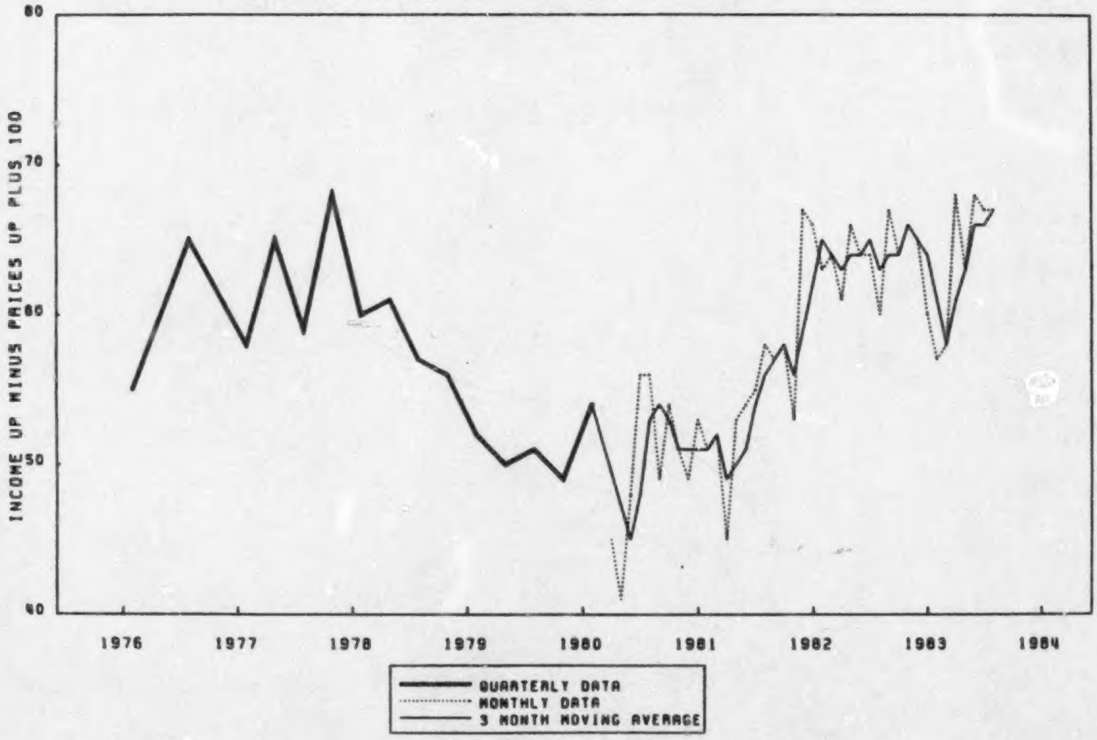

TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
INCOME UP MORE	14%	17%	18%	16%	14%	14%	14%	16%	17%	16%	17%	18%	20%
INCOME UP SAME	30	32	27	33	35	30	27	25	32	30	32	29	26
PRICES UP MORE	54	50	54	50	49	54	57	58	49	53	49	51	53
DK,NA	2	1	1	1	2	2	2	1	2	1	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

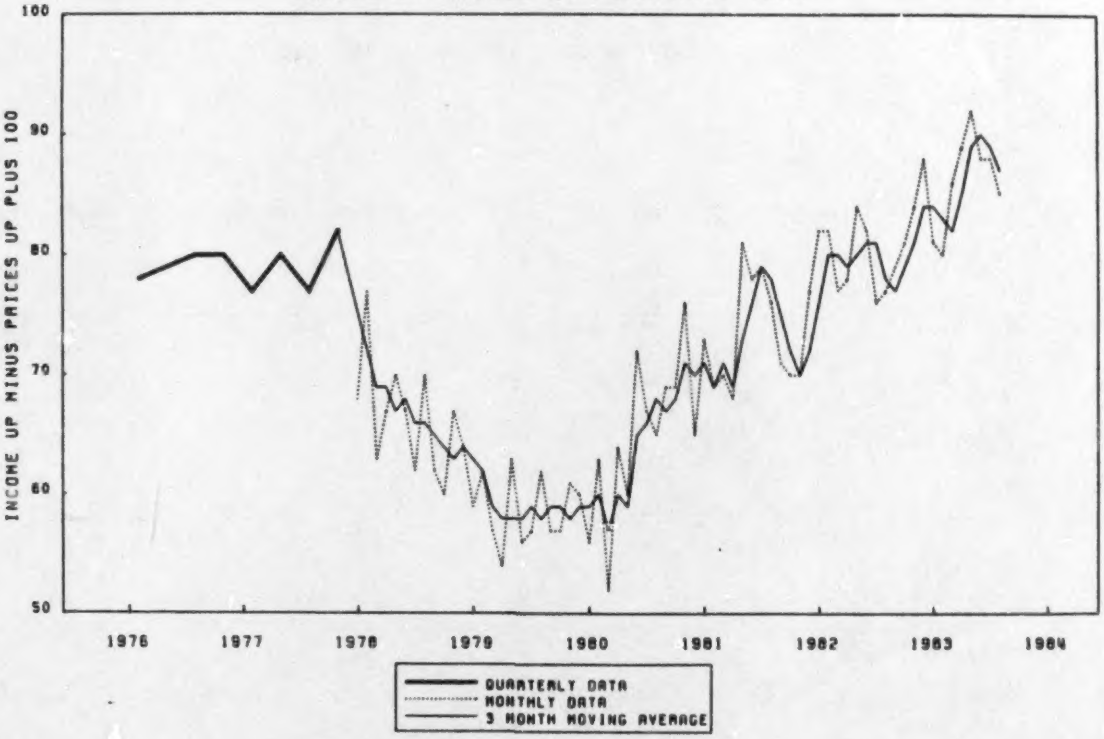

TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
INCOME UP MORE	17%	20%	18%	19%	21%	19%	16%	21%	19%	24%	20%	22%	19%
INCOME UP SAME	40	37	42	42	44	40	44	41	46	42	46	41	43
PRICES UP MORE	40	41	37	35	33	38	36	35	30	32	32	34	34
DK,NA	3	2	3	4	2	3	4	3	5	2	2	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

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CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

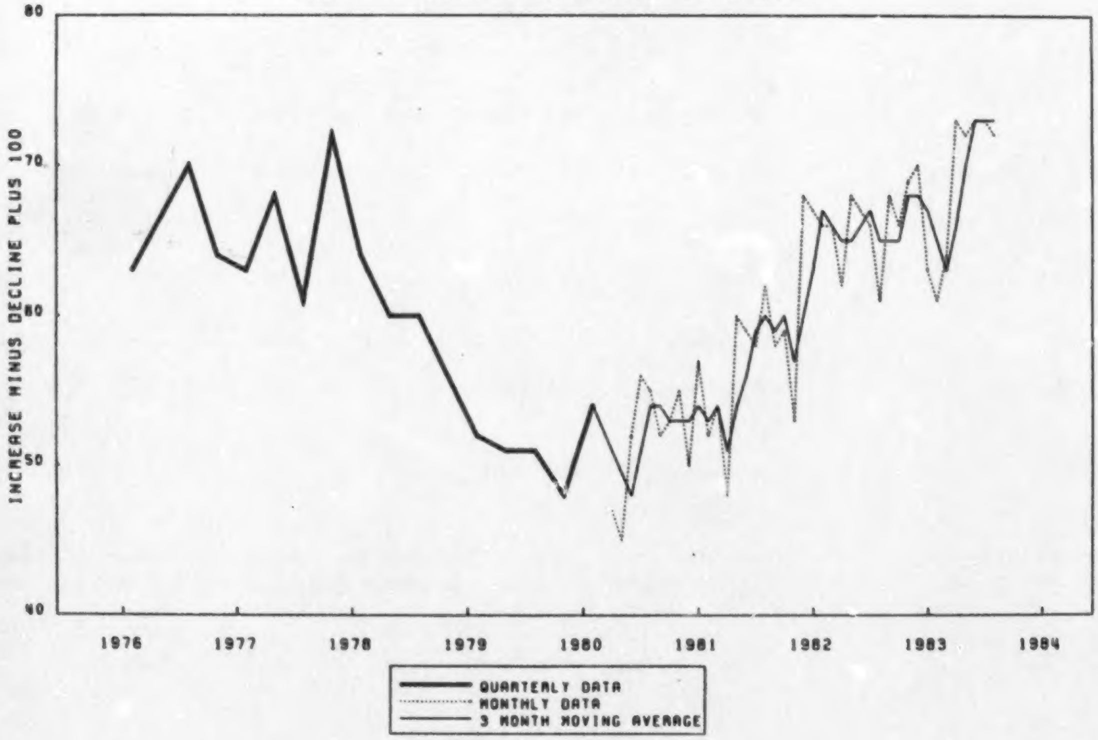

TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	8%	9%	9%	9%	8%	8%	8%	10%	9%	10%	9%	10%	10%
Intermittent increase (b)	8	12	10	10	11	9	8	8	11	10	12	13	13
Remain unchanged (c)	19	18	17	19	21	18	17	15	21	19	21	17	16
Intermittent decline (d)	23	21	23	25	25	24	27	27	23	23	23	23	24
Continuous decline (e)	32	32	30	25	24	30	28	27	24	25	25	27	27
Mixed change (f)	6	5	8	7	7	7	7	9	7	11	7	7	6
DK,NA	4	3	3	5	4	4	5	4	5	2	3	3	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

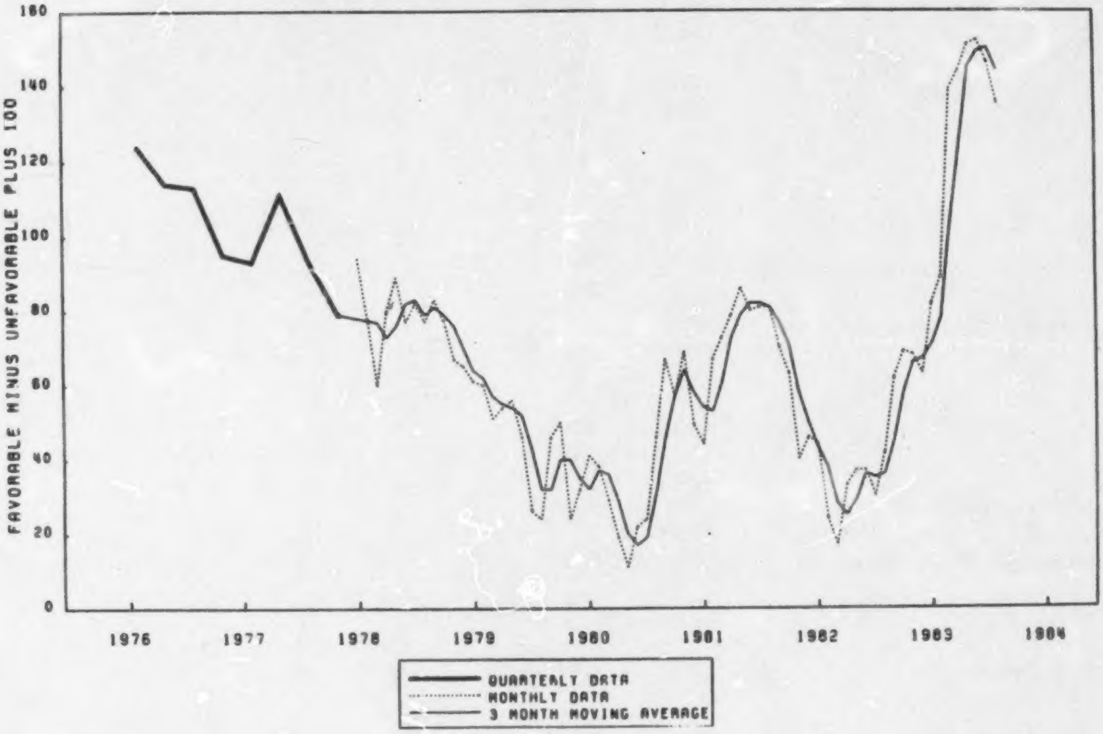

CHART 12 - HISTORICAL SERIES
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

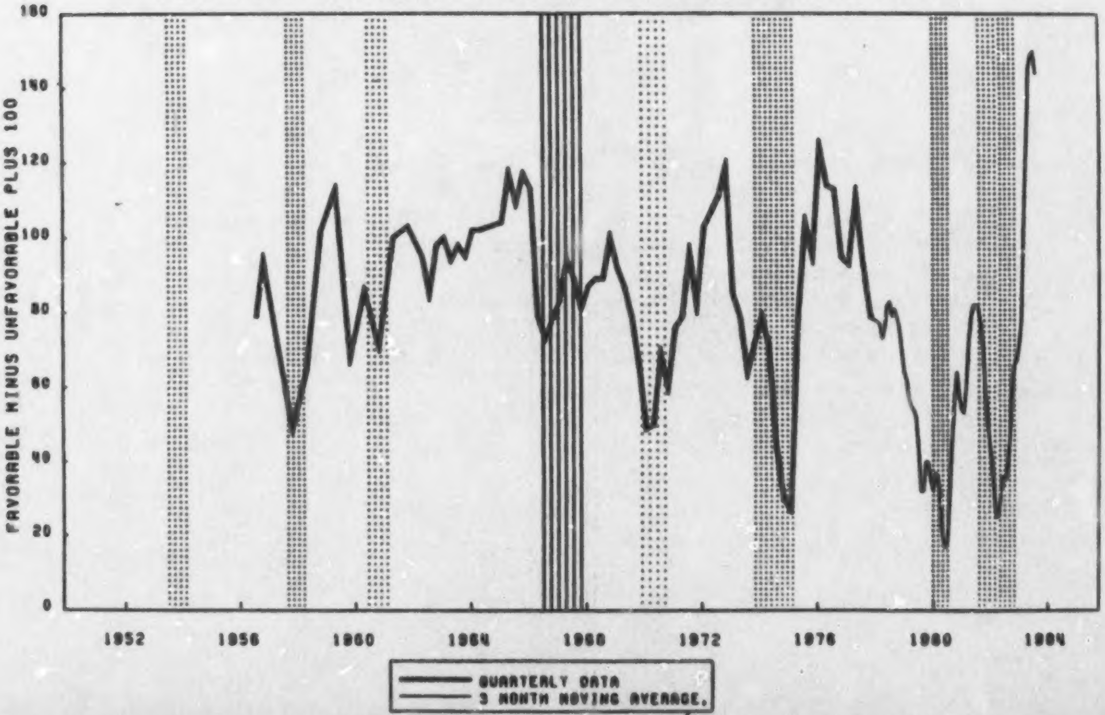

TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
FAVORABLE NEWS	28%	40%	39%	40%	39%	47%	49%	79%	76%	80%	83%	74%	69%
UNFAVORABLE NEWS	86	78	70	72	76	65	60	40	32	29	31	28	34
NO MENTIONS	26	26	29	29	27	28	32	28	32	31	27	34	34

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

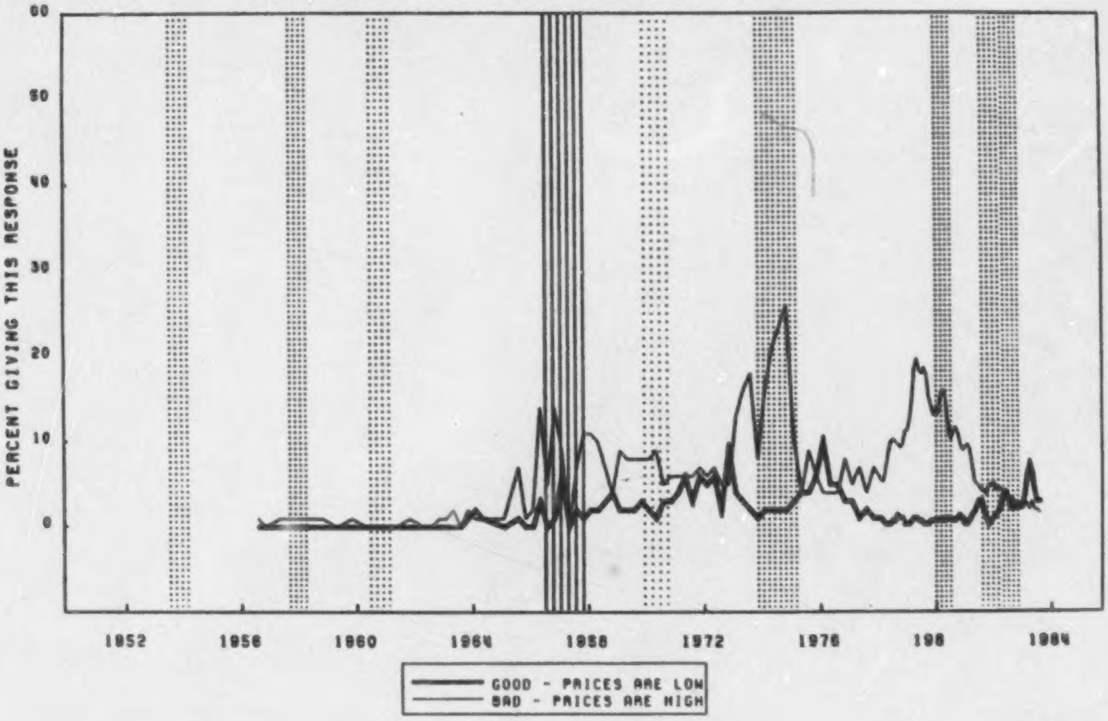

CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

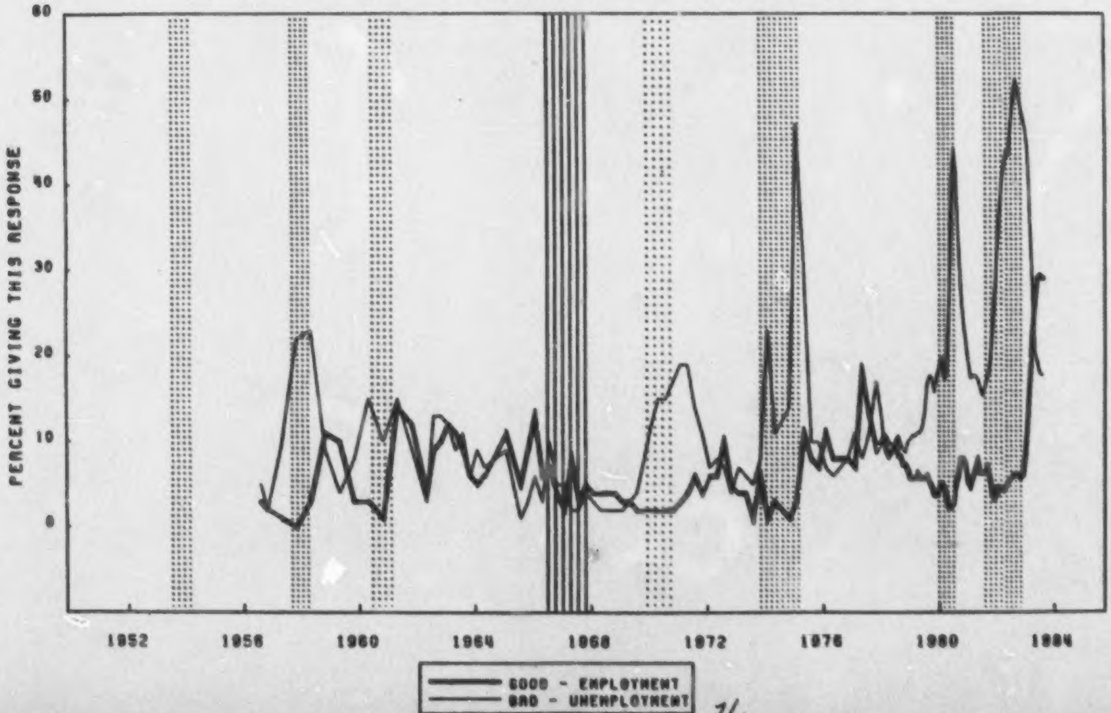

TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
FAVORABLE NEWS:													
Government; elections	1%	3%	1%	2%	2%	3%	2%	2%	2%	1%	1%	2%	2%
Employment	7	6	5	6	7	12	17	22	29	28	31	29	27
Consumer demand high	3	1	2	2	3	4	6	8	8	11	12	11	13
Prices are low	2	2	3	2	2	3	6	9	7	3	3	3	3
Credit is easy	9	17	17	18	15	15	9	17	15	16	17	11	8
UNFAVORABLE NEWS:													
Government; elections	4	4	3	2	3	3	4	2	3	3	2	2	3
Unemployment	53	52	48	47	49	43	39	24	20	17	21	16	16
Consumer demand low	6	5	5	7	8	5	3	3	3	2	2	2	2
Prices are high	3	4	1	3	2	3	3	2	1	3	2	1	2
Credit is tight	6	3	3	1	1	2	1	*	1	1	1	3	6
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

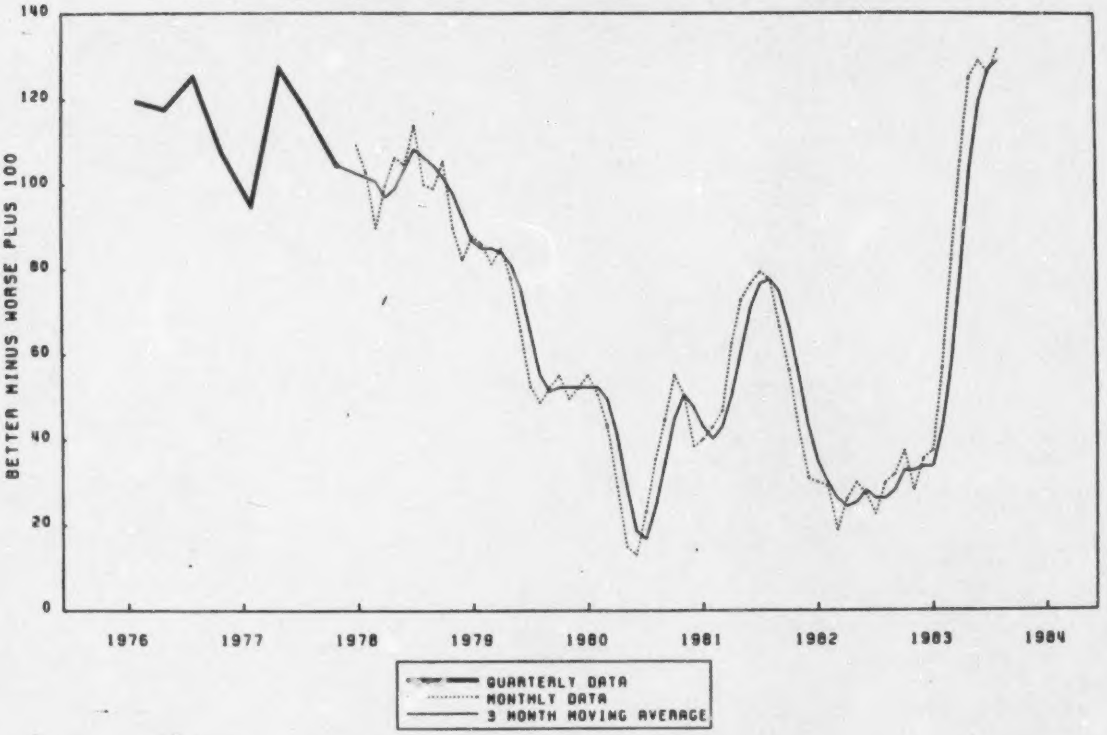

CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

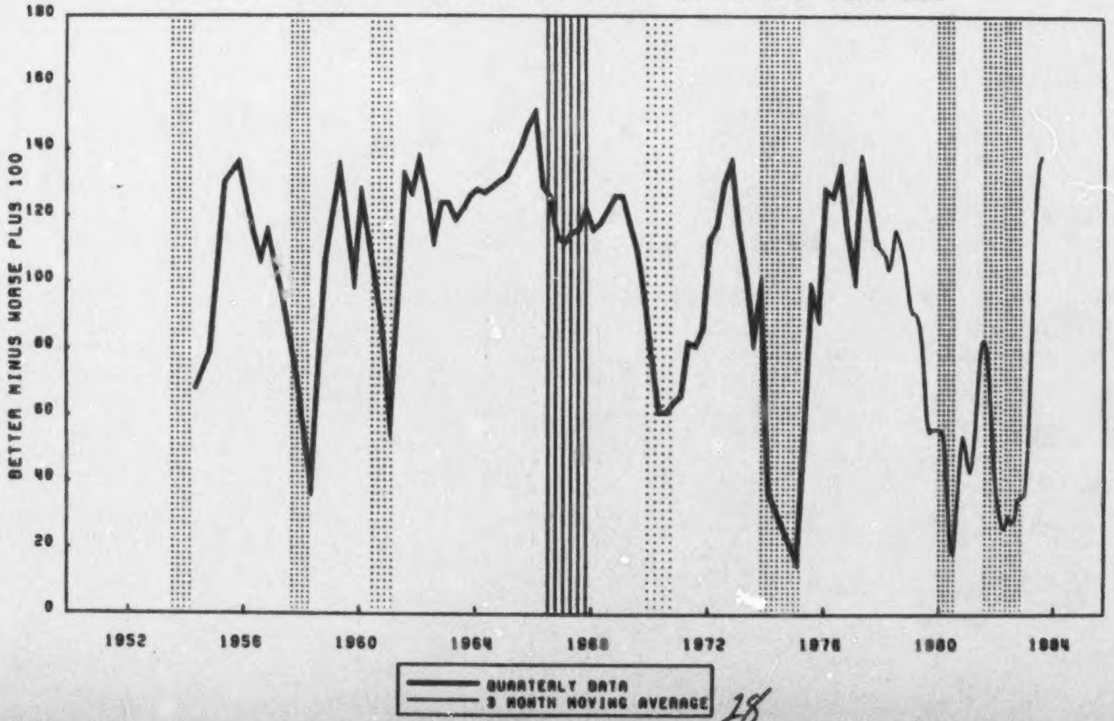

TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
BETTER NOW	12%	13%	15%	12%	14%	16%	26%	39%	51%	62%	64%	63%	66%
SAME	6	8	9	5	9	8	8	10	10	10	9	8	8
WORSE NOW	80	79	75	82	76	76	65	51	38	28	26	28	25
DK,NA	2	*	1	1	1	*	1	*	1	*	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

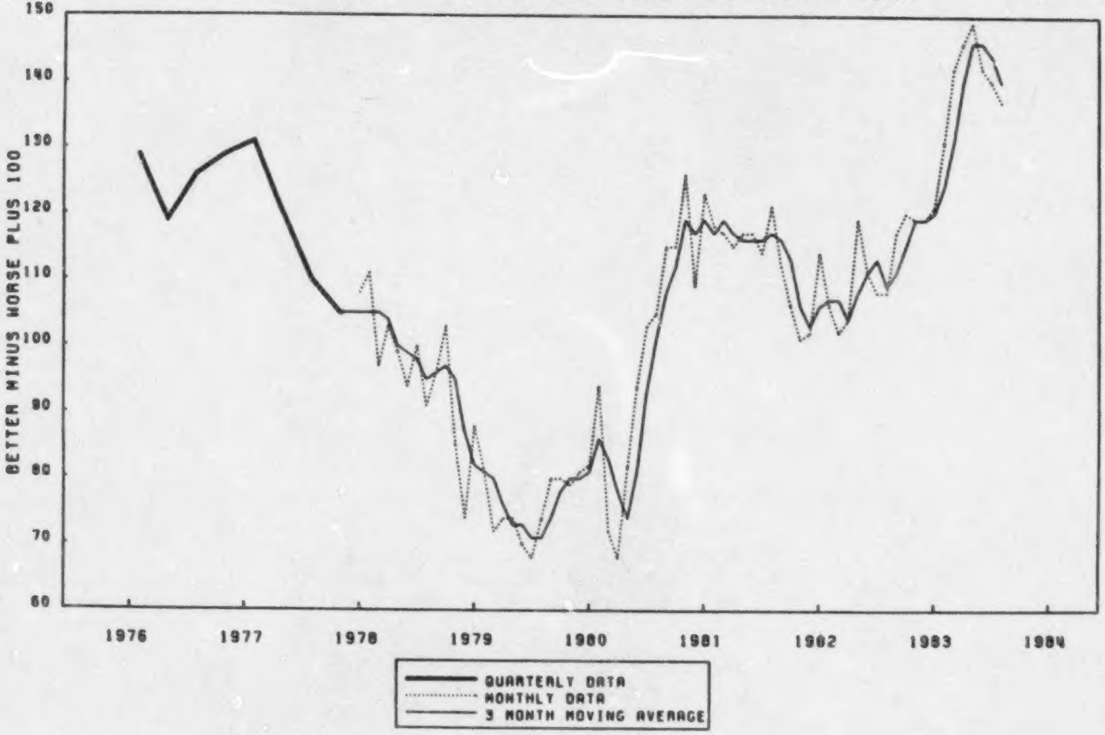

CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

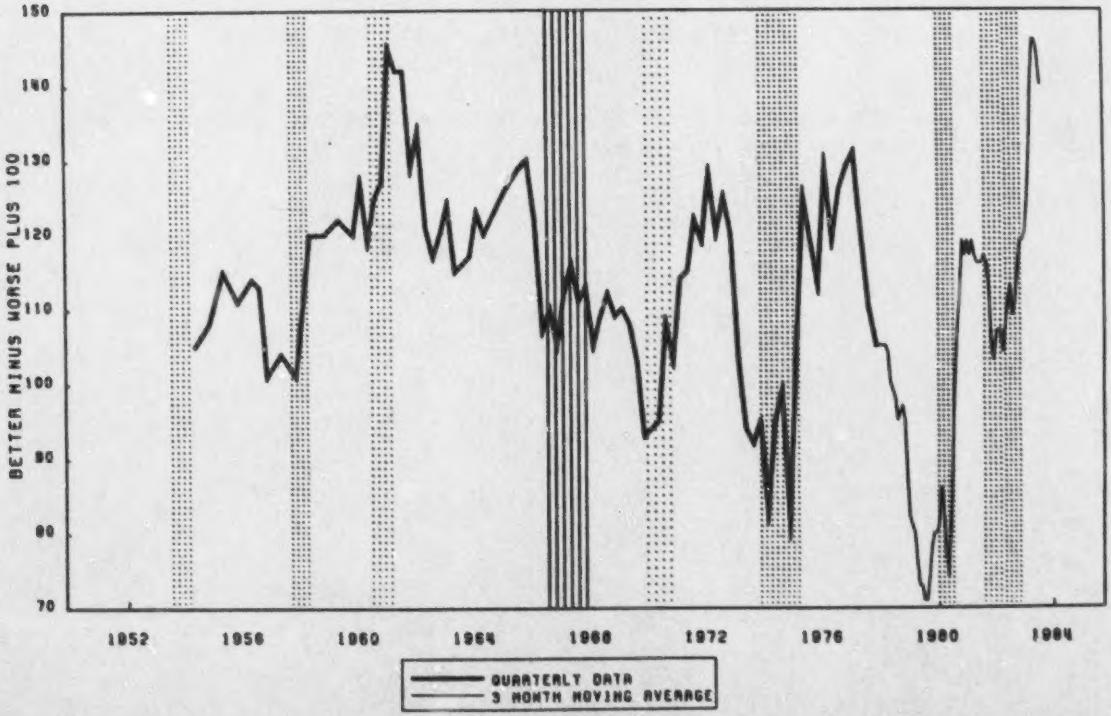

TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
BETTER	31%	36%	40%	38%	39%	38%	45%	51%	53%	55%	49%	48%	47%
SAME	43	43	36	41	41	43	40	39	38	38	42	42	42
WORSE	23	19	20	19	20	17	14	9	7	6	7	8	10
DK,NA	3	2	4	2	*	2	1	1	2	1	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

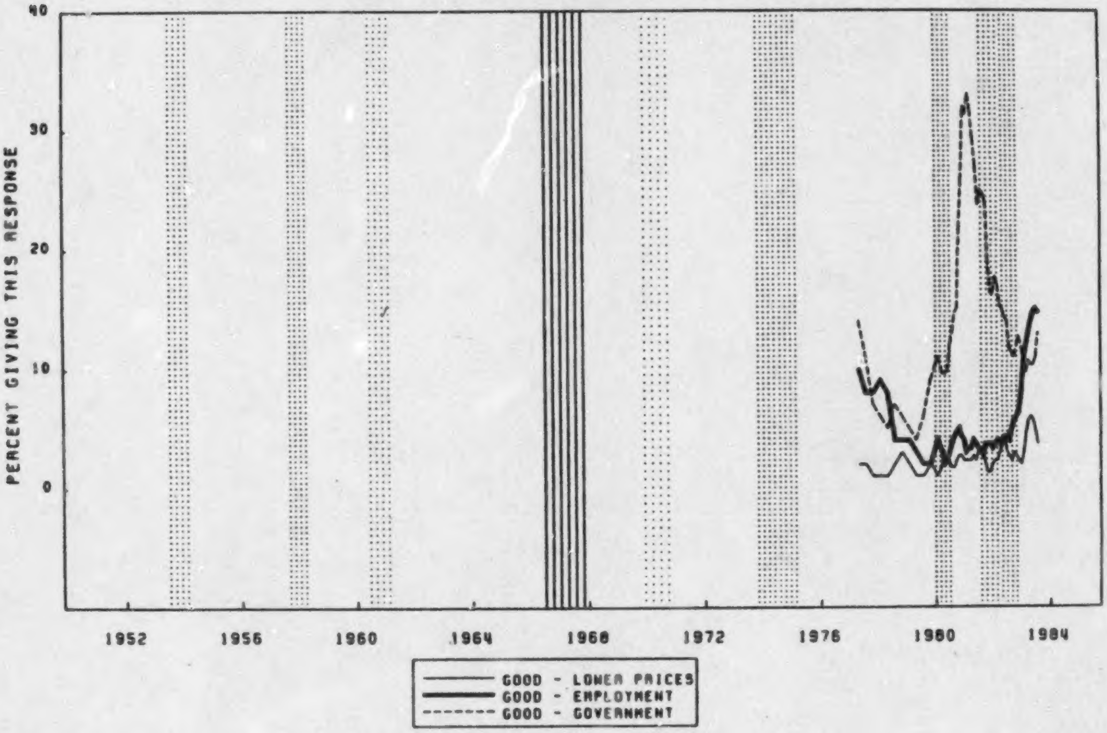

CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

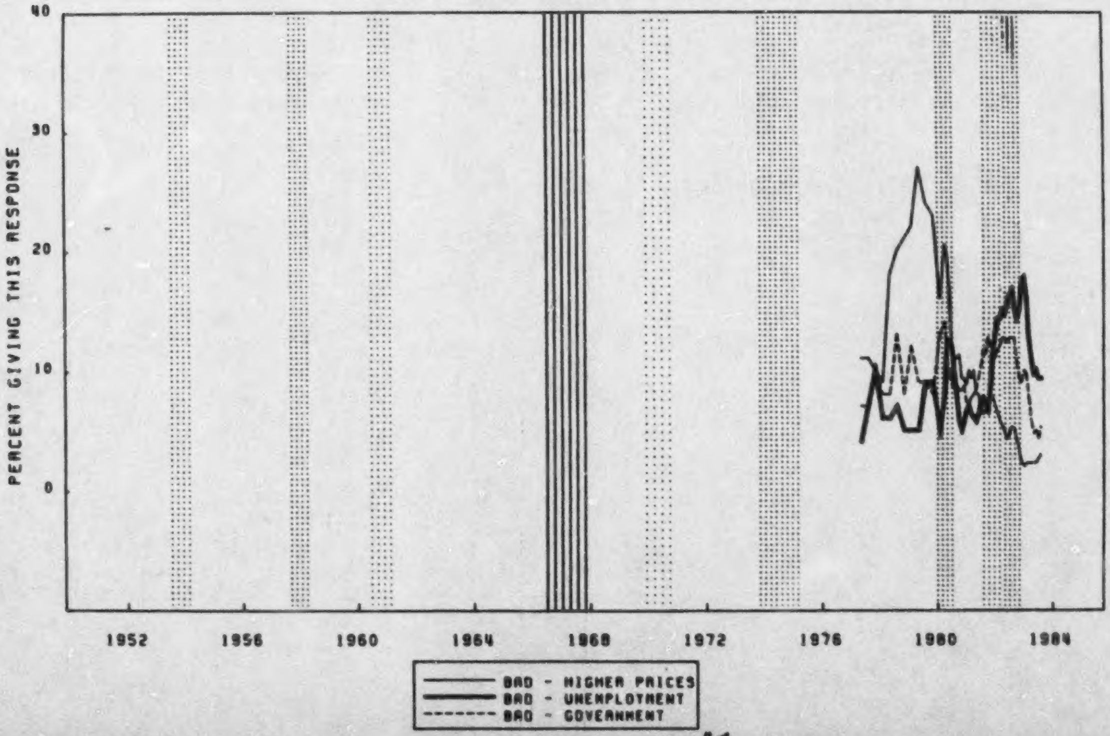

TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
FAVORABLE REASONS:													
Government; elections	11%	11%	11%	14%	13%	8%	11%	10%	11%	10%	10%	13%	16%
Employment	4	7	6	5	8	11	13	12	14	16	14	15	15
Higher consumer demand	3	3	4	4	6	5	7	6	9	10	9	7	6
Lower prices	2	3	4	1	2	3	4	7	6	5	6	3	2
Easier credit	8	13	15	12	12	12	12	13	14	12	12	7	6
UNFAVORABLE REASONS:													
Government; elections	12	12	8	8	11	11	7	5	5	4	6	4	6
Unemployment	16	13	14	18	20	15	13	10	10	9	11	8	9
Lower consumer demand	3	5	3	5	5	4	4	2	4	2	2	4	3
Higher prices	5	4	3	2	2	2	3	2	2	3	2	3	4
Tighter credit	6	7	3	3	2	2	2	1	2	2	3	4	3
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

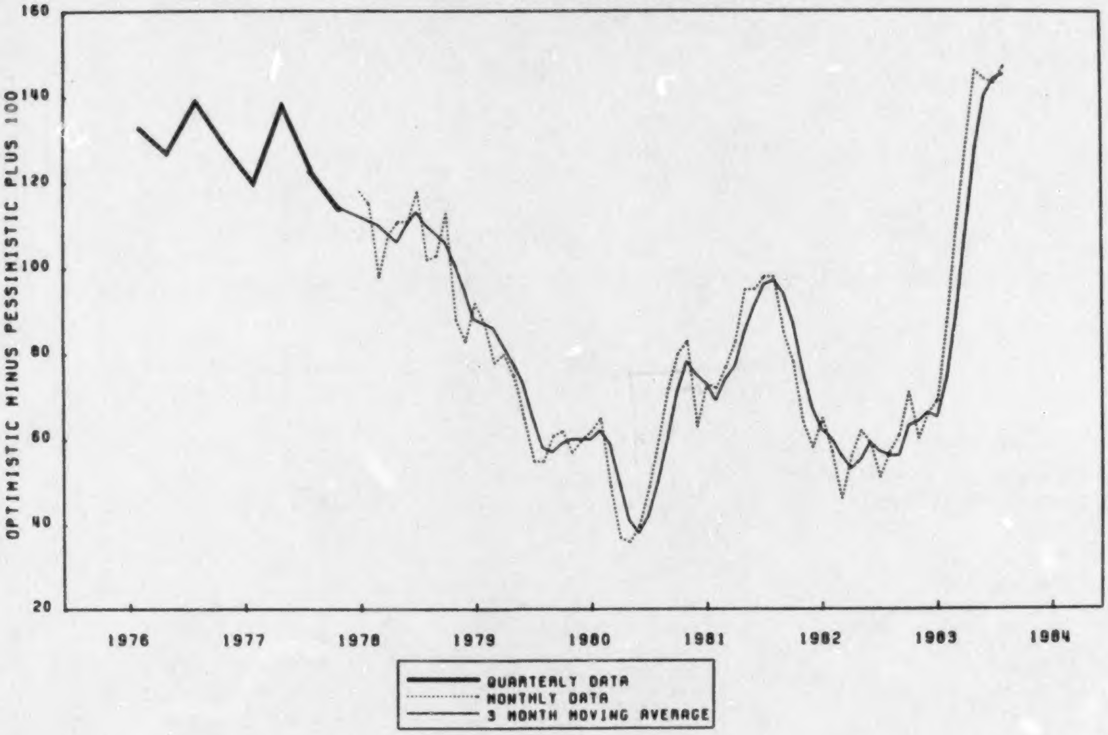

CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPFCTED BUSINESS CONDITIONS

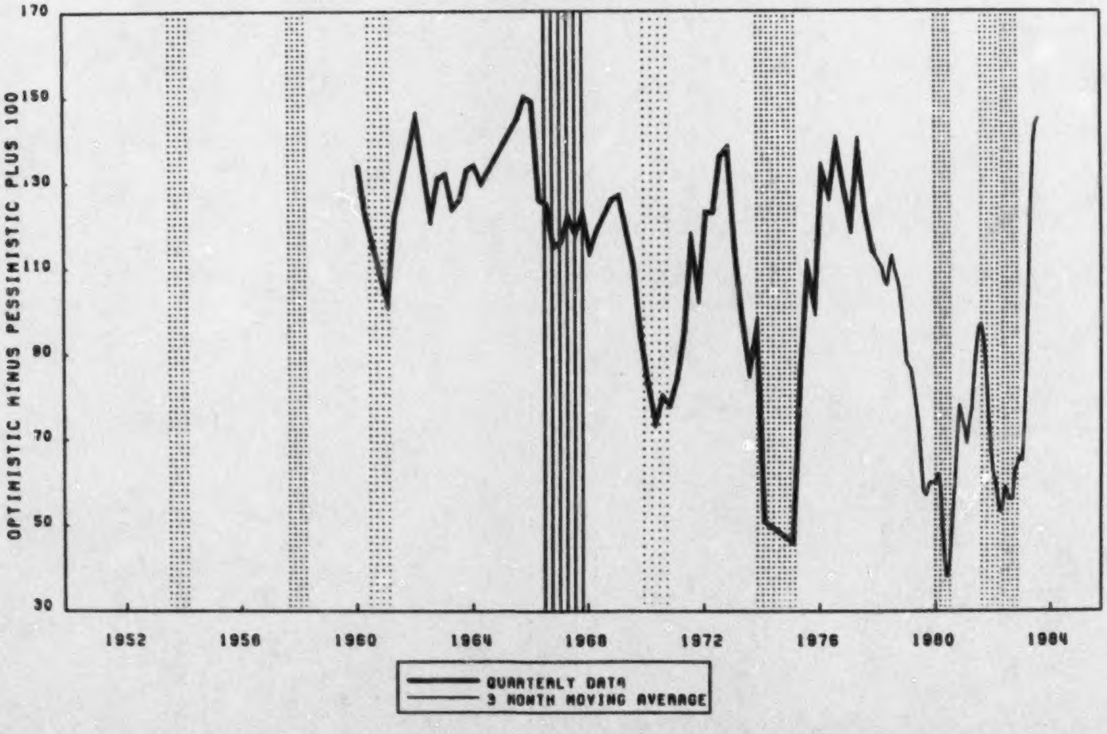

TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
TREND:													
Continuous increase (a)	7%	8%	10%	8%	8%	11%	18%	28%	36%	42%	39%	39%	38%
Intermittent increase (b)	7	6	9	7	9	9	11	15	18	23	26	24	27
Remain unchanged (c)	3	4	3	1	4	3	4	4	5	5	5	5	6
Intermittent decline (d)	35	36	29	37	33	35	29	25	19	14	16	15	12
Continuous decline (e)	22	17	19	18	18	16	13	8	6	5	5	5	6
Mixed change (f)	22	27	26	27	27	24	23	18	14	10	7	9	9
DK,NA	4	2	4	2	1	2	2	2	2	1	2	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

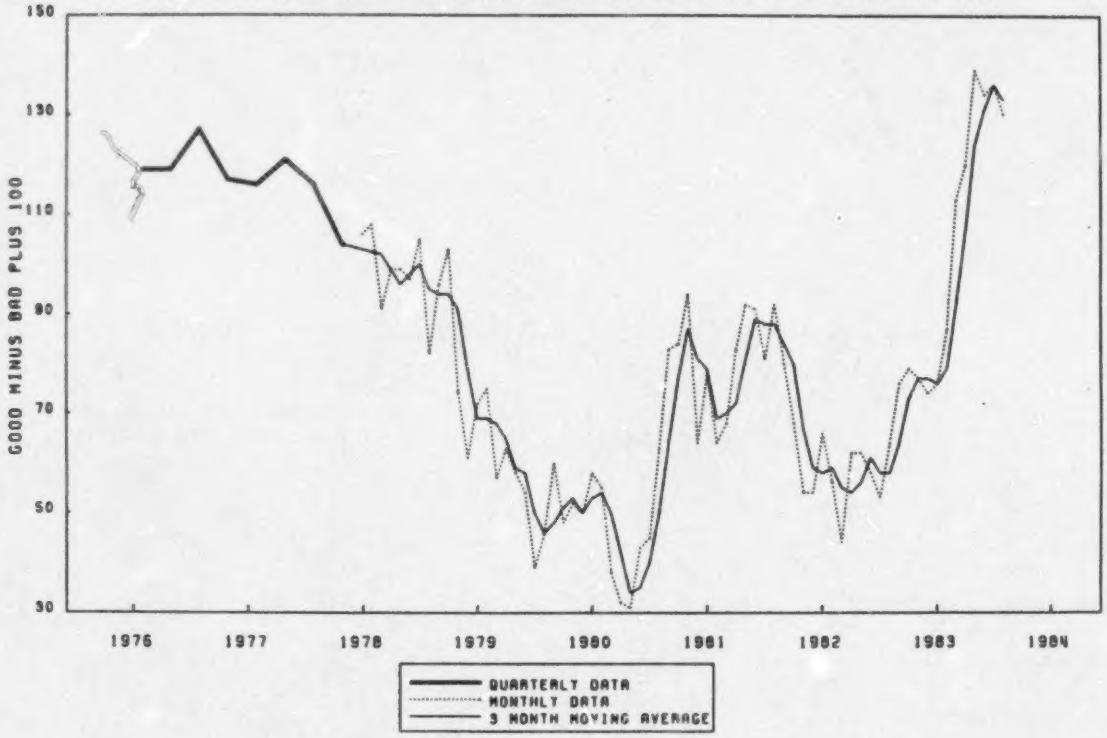

CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

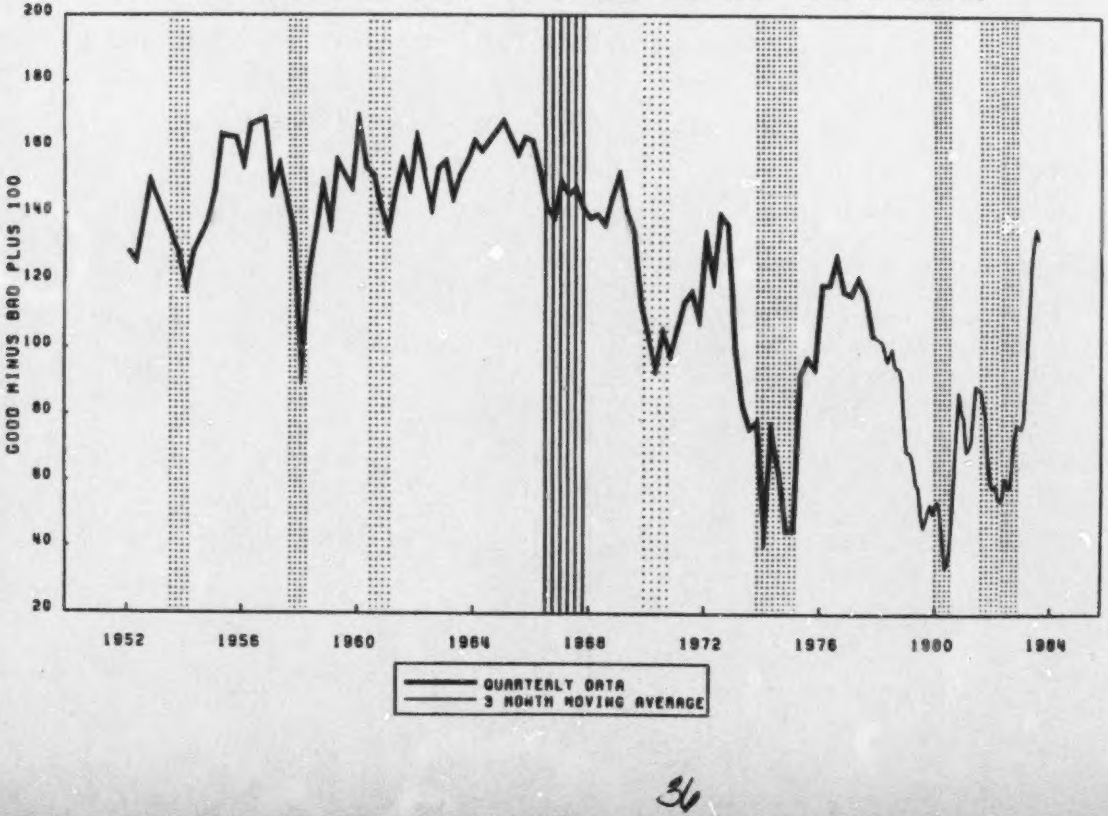

TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIMES	26%	33%	35%	33%	32%	34%	39%	52%	56%	65%	63%	63%	60%
UNCERTAIN; GOOD & BAD	5	4	3	4	2	1	1	2	1	2	3	3	3
BAD TIMES	62	57	56	56	58	58	52	39	36	26	29	27	30
DON'T KNOW	3	4	4	3	5	3	3	4	3	4	3	6	5
NOT ASCERTAINED	4	2	2	4	3	4	5	3	4	3	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

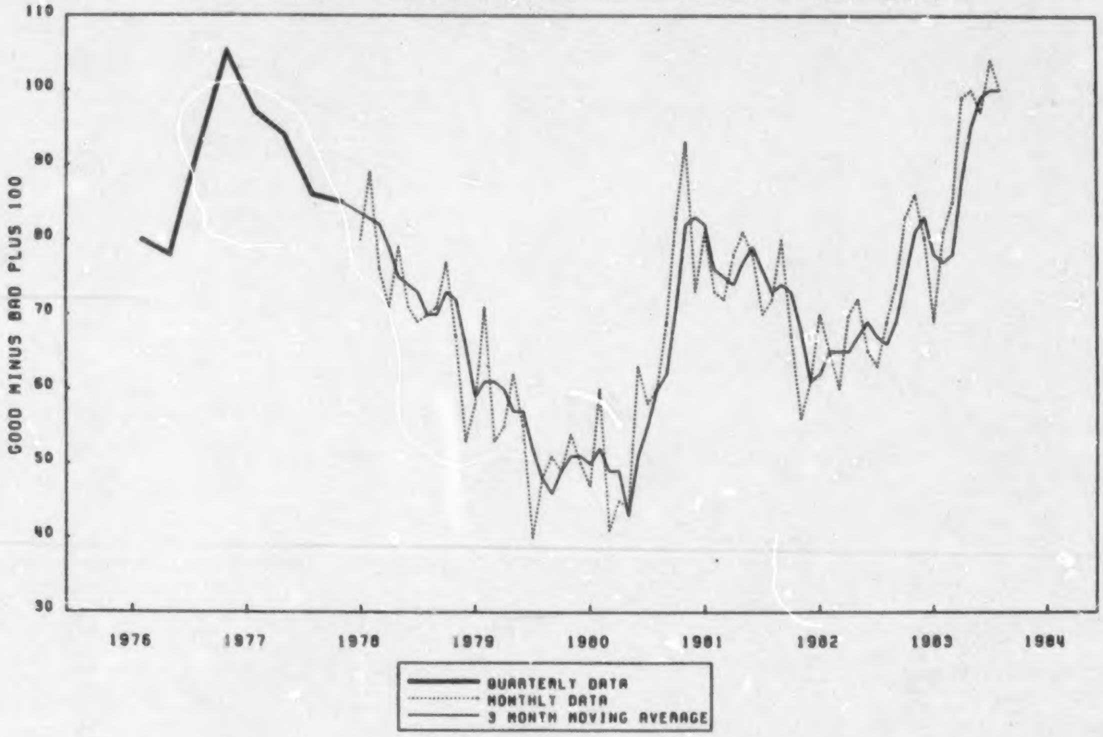

CHART 19 HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

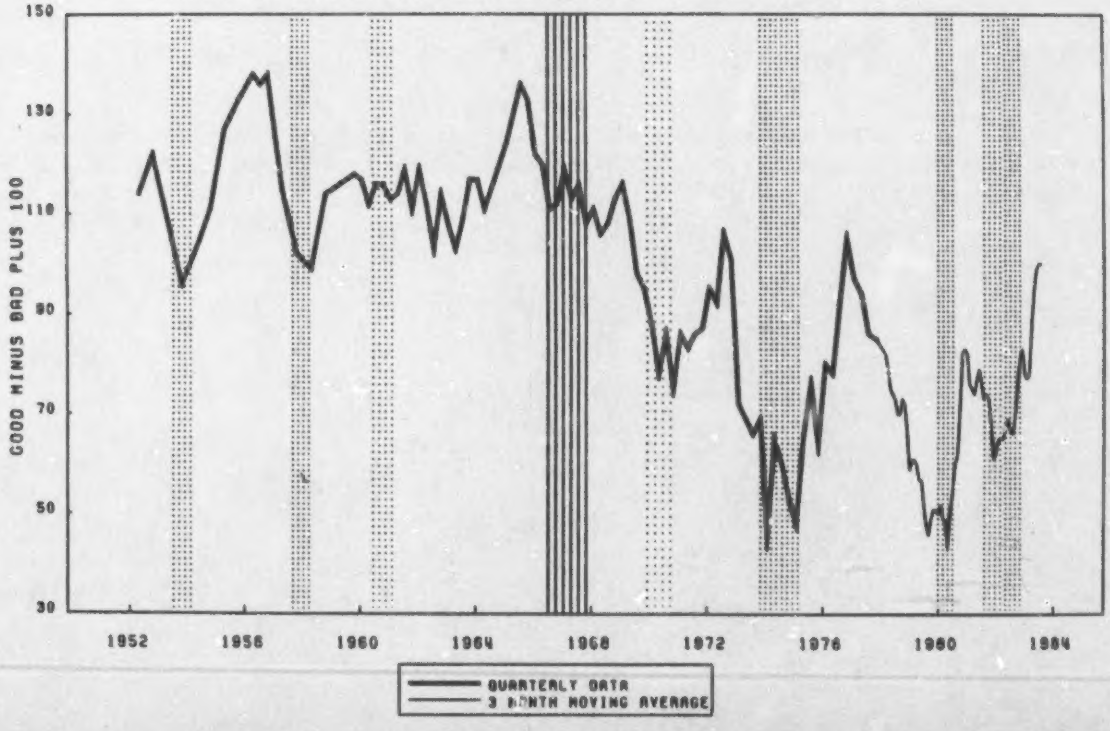

TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIMES	23%	28%	32%	33%	29%	26%	31%	33%	38%	39%	39%	39%	37%
UNCERTAIN; GOOD & BAD	15	14	14	14	14	12	13	15	18	18	15	20	22
BAD TIMES	54	54	49	47	49	57	50	48	39	39	42	35	37
NOT ASCERTAINED	8	4	5	6	8	5	6	4	5	4	4	6	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

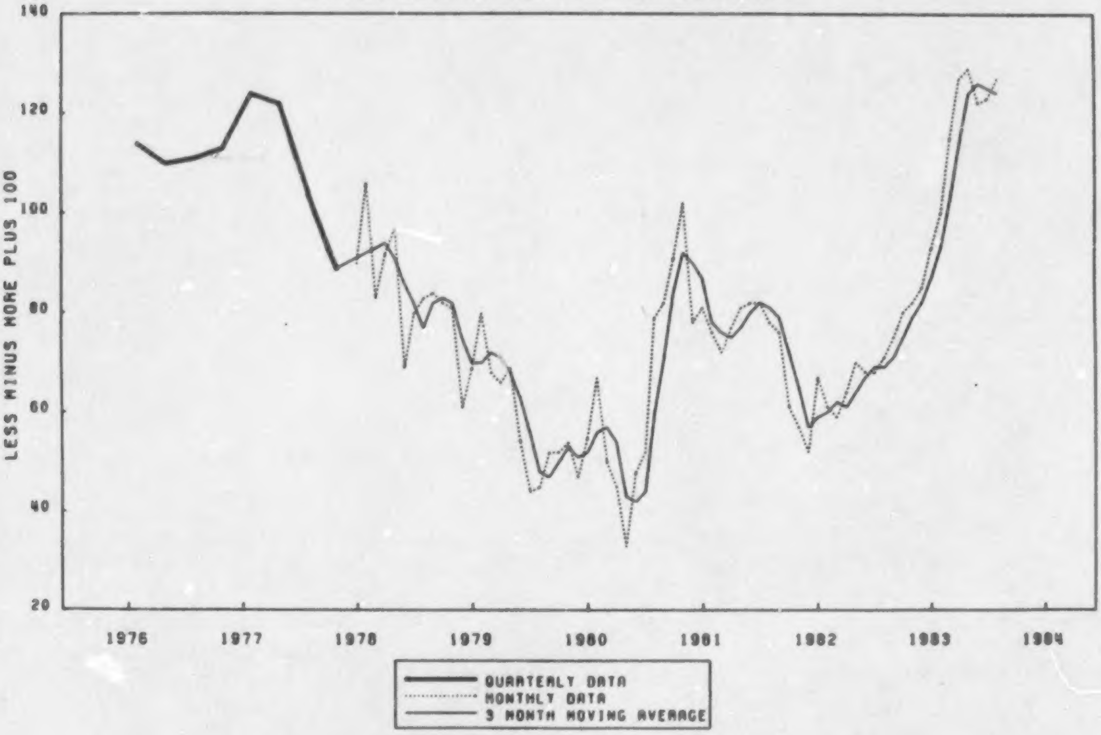

CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

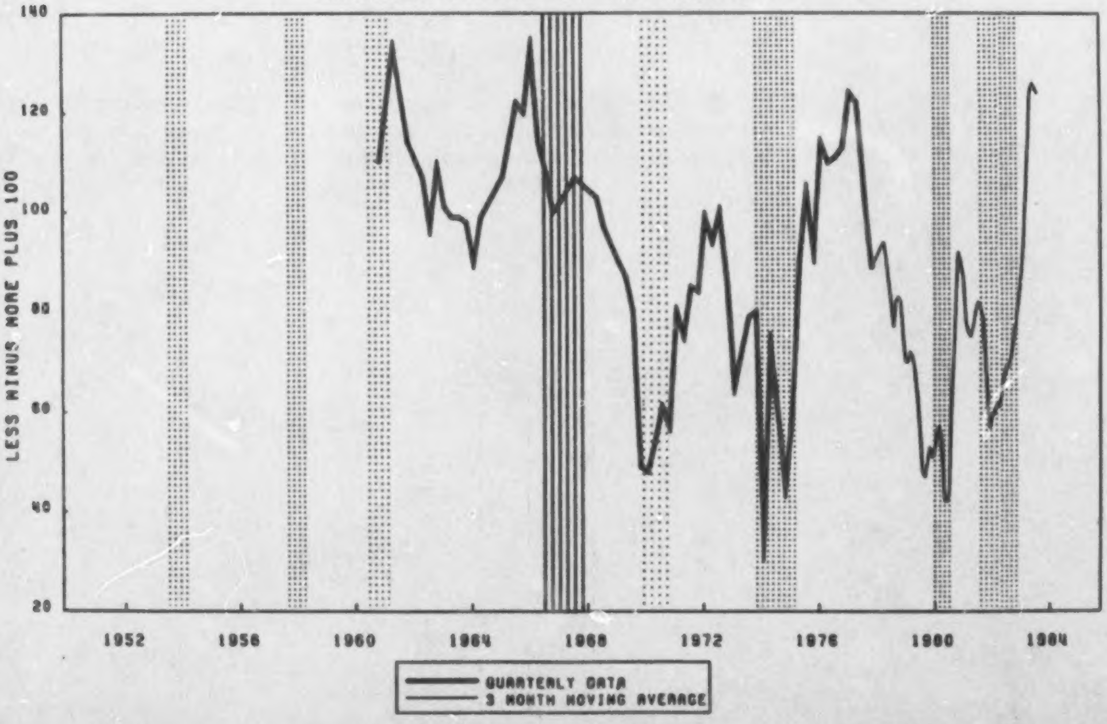

TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
LESS	17%	18%	21%	19%	22%	23%	29%	36%	42%	42%	37%	39%	42%
SAME	35	38	36	42	40	45	41	43	41	44	47	44	40
MORE	46	43	41	37	37	30	29	21	15	13	15	16	15
DK,NA	2	1	2	2	1	2	1	*	2	1	1	1	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

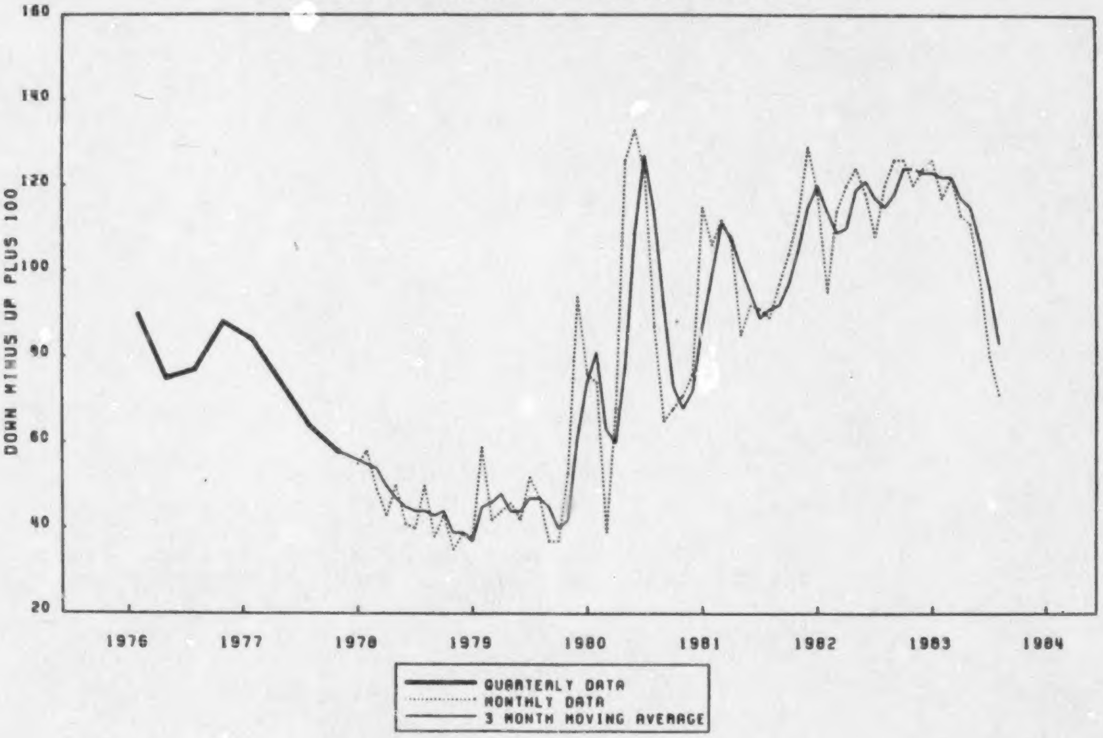

CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

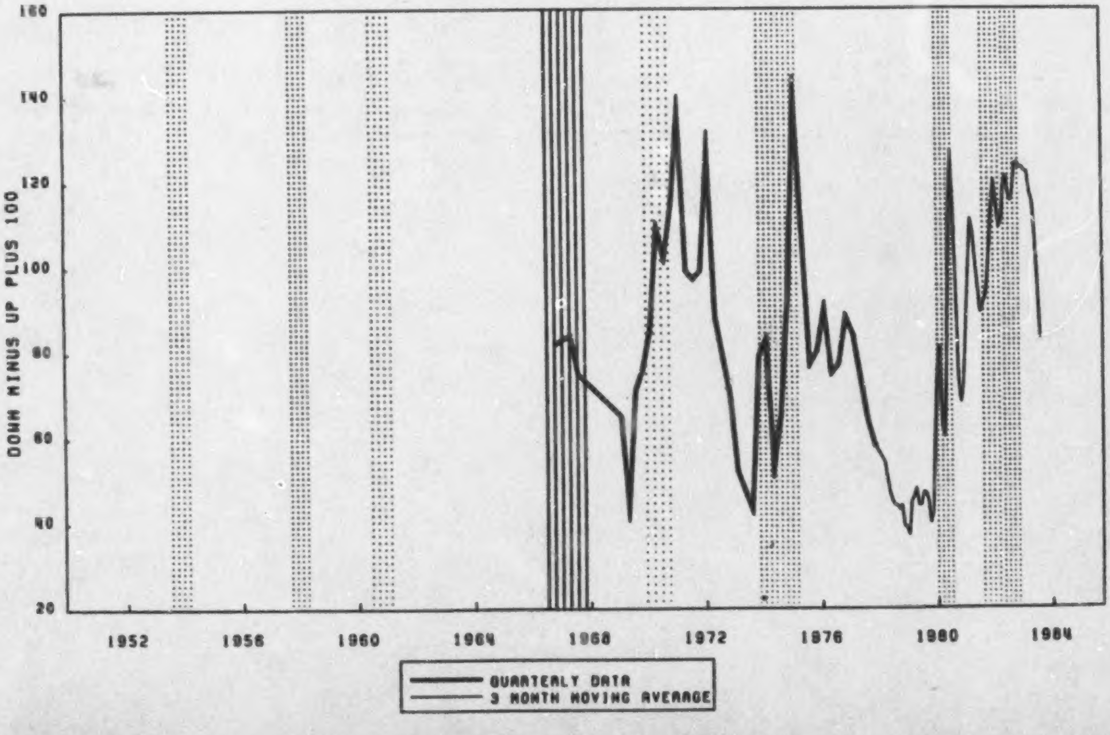

TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GO UP	21%	22%	22%	25%	20%	18%	24%	19%	21%	20%	29%	40%	47%
STAY THE SAME	34	26	26	26	33	35	32	38	42	47	42	37	32
GO DOWN	41	48	48	45	44	44	41	41	34	31	27	20	18
DK,NA	4	4	4	4	3	3	3	2	3	2	2	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES
CHANGE IN PRICES DURING THE LAST 12 MONTHS

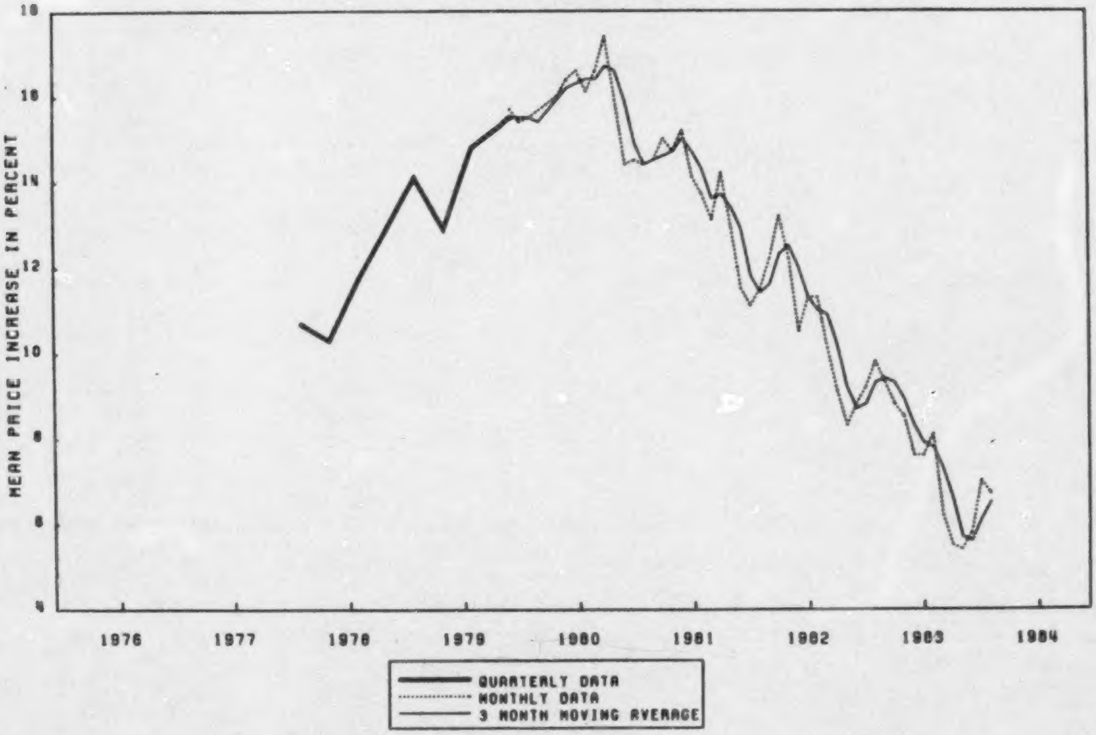

TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
SAME OR DOWN	12%	16%	20%	20%	20%	23%	24%	31%	30%	31%	29%	23%	25%
GONE UP BY:													
1-2%	5	6	4	5	6	7	5	6	8	9	8	8	8
3-4%	8	10	7	9	9	11	10	10	10	13	13	14	14
5%	11	12	13	15	17	17	15	12	17	13	14	13	16
6-9%	16	14	12	12	12	9	10	9	9	8	11	11	8
10-14%	24	19	22	14	17	15	14	15	11	14	11	13	13
15% or more	17	16	14	18	14	12	16	11	9	8	10	11	11
DK how much up	6	7	7	6	5	5	5	5	5	4	3	6	5
DK,NA	1	*	1	1	*	1	1	1	1	*	1	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	9.8	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4	5.8	7.0	6.7
VARIANCE	96	115	106	102	82	108	113	71	64	61	65	88	93
CASES	680	695	687	682	632	682	709	696	707	700	714	680	673

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

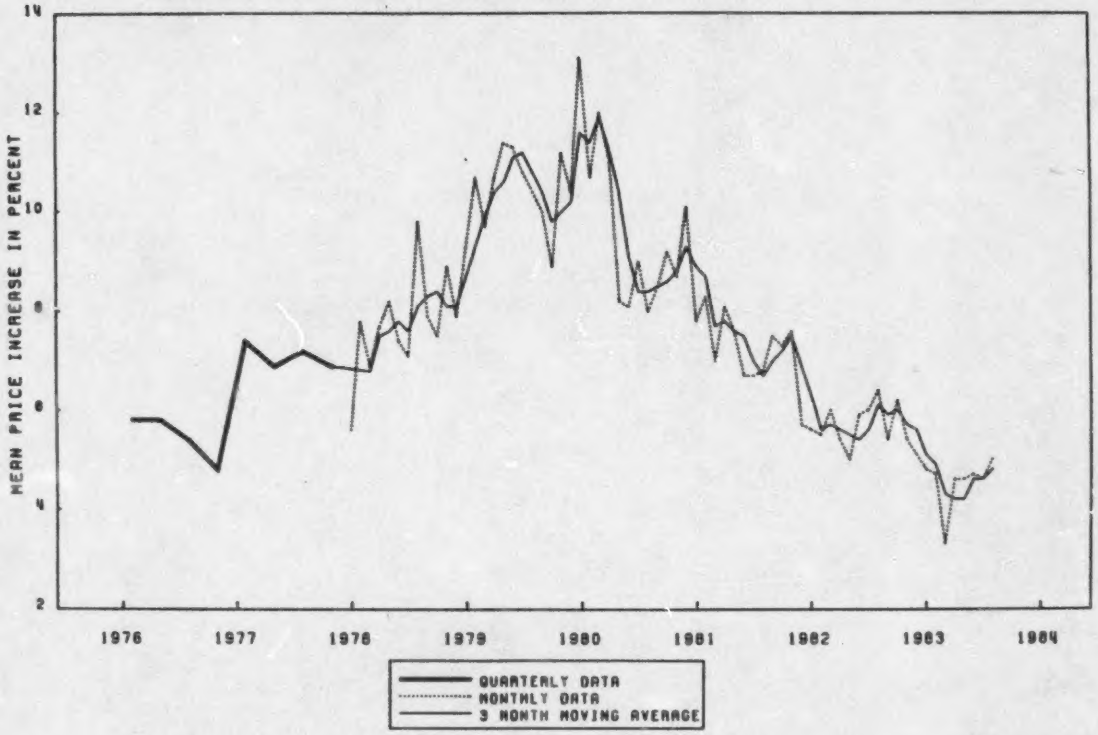

CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

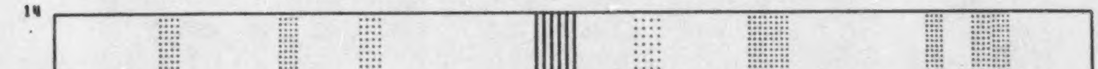

TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
SAME OR DOWN	23%	31%	31%	32%	33%	35%	36%	44%	30%	32%	33%	29%	23%
WILL GO UP BY:													
1-2%	8	7	5	5	6	10	8	9	10	9	8	12	14
3-4%	12	9	8	10	13	11	12	12	13	13	15	15	16
5%	16	14	14	15	15	16	15	14	17	17	16	15	16
6-9%	12	13	11	11	9	7	9	5	10	10	9	9	9
10-14%	13	12	15	12	11	9	8	8	9	10	9	9	9
15% or more	11	7	9	9	8	7	7	4	5	5	6	6	6
DK how much up	3	5	5	3	3	3	3	3	4	3	3	3	5
DK,NA	2	2	2	3	2	2	2	1	2	1	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	6.4	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6	4.7	4.6	5.0
VARIANCE	65	59	82	55	56	67	60	33	45	49	54	44	47
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

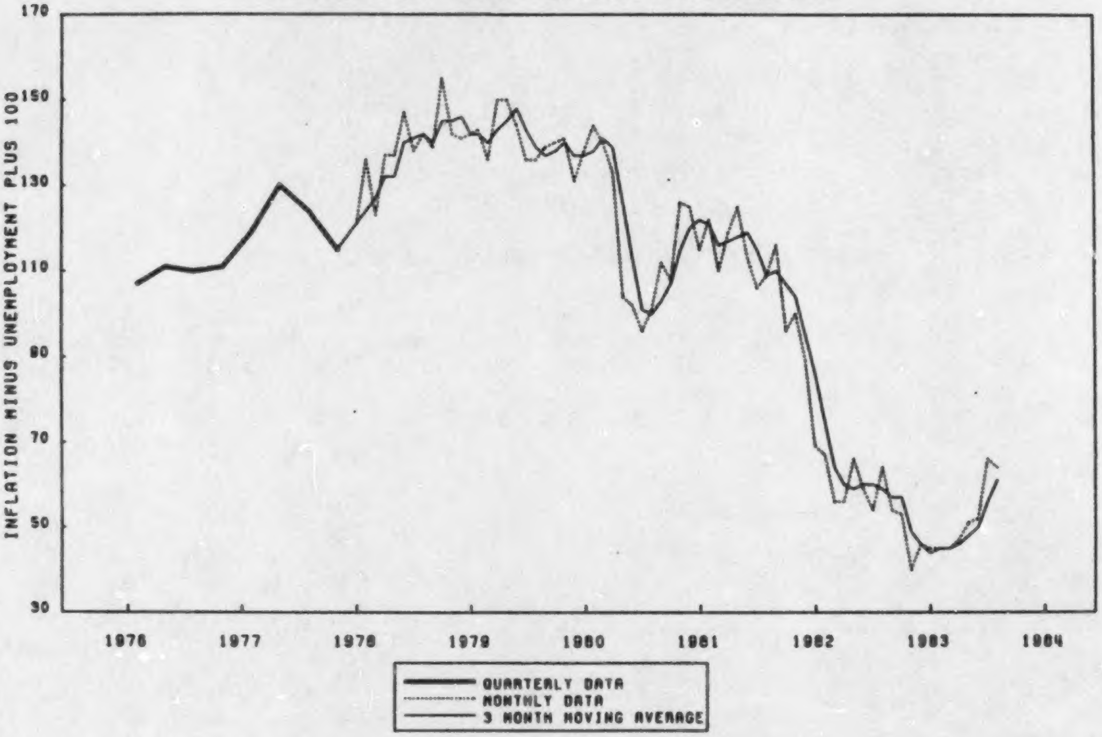

CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

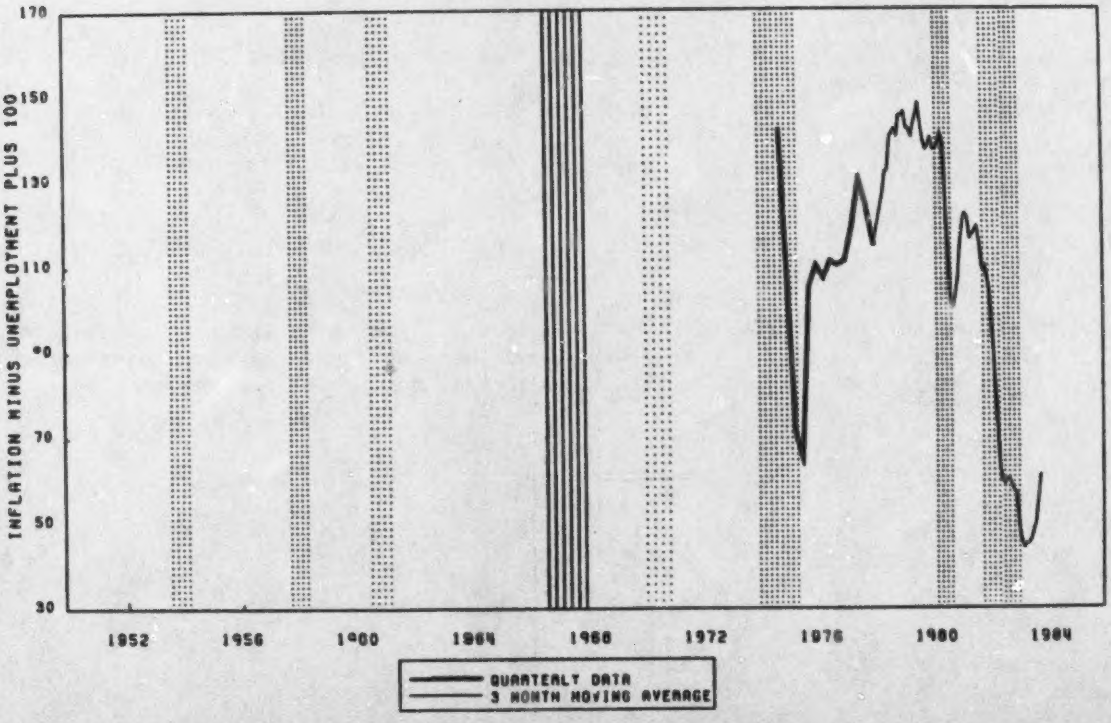

TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
UNEMPLOYMENT	62%	68%	67%	76%	72%	74%	73%	73%	73%	71%	70%	63%	65%
BOTH EQUALLY SERIOUS	11	9	11	7	9	5	8	8	6	6	7	6	5
INFLATION	26	22	20	16	18	19	18	18	20	22	22	29	29
DK,NA	1	1	2	1	1	2	1	1	1	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

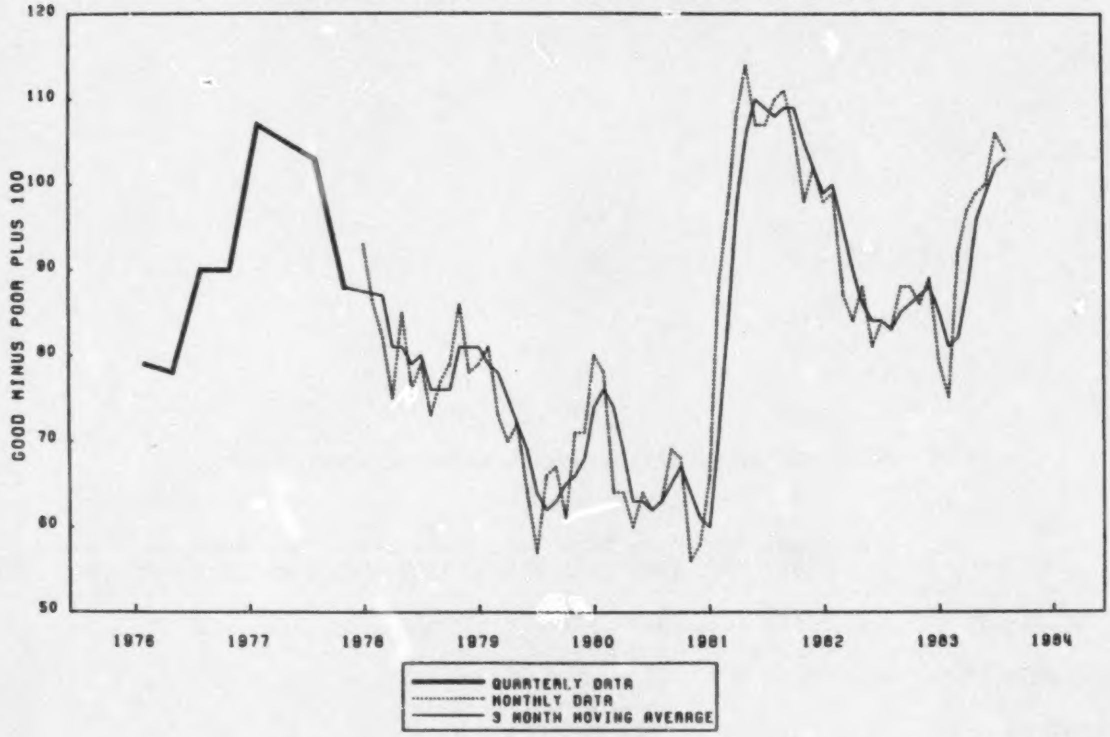

CHART 25 HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

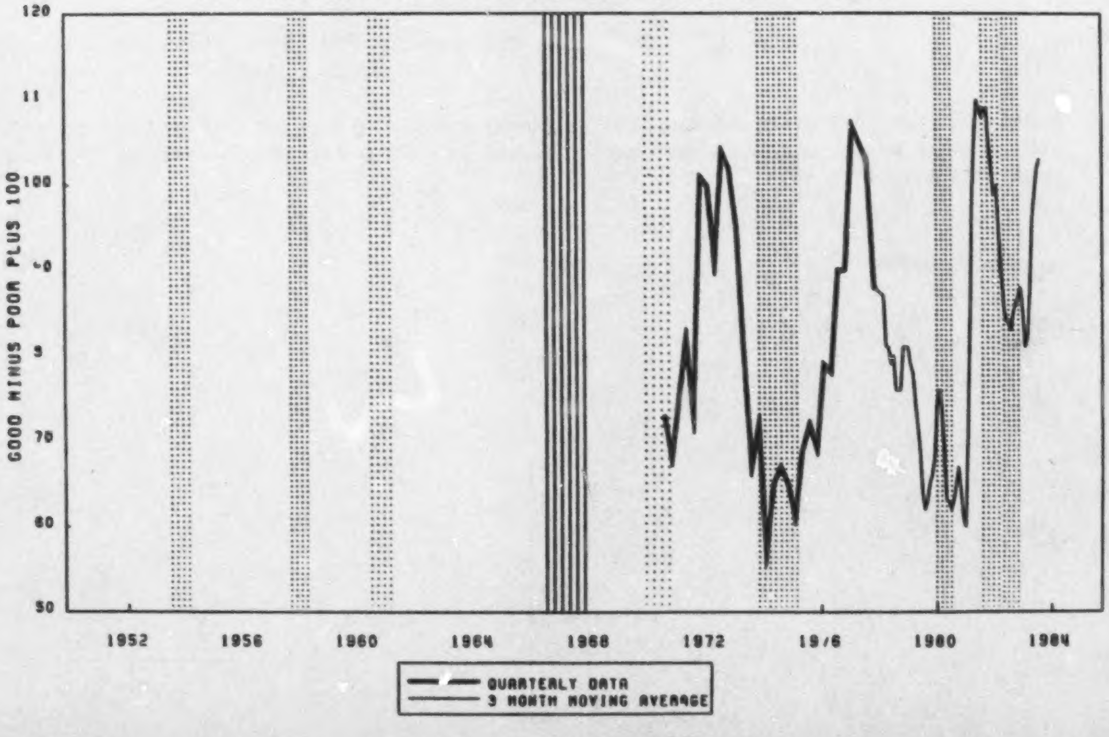

TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
A GOOD JOB	17%	19%	21%	19%	19%	16%	16%	21%	21%	20%	23%	27%	27%
ONLY FAIR	45	46	41	45	47	45	40	48	53	57	52	51	48
A POOR JOB	34	31	33	33	30	37	41	29	24	21	23	21	23
DK,NA	4	4	5	3	4	2	3	2	2	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

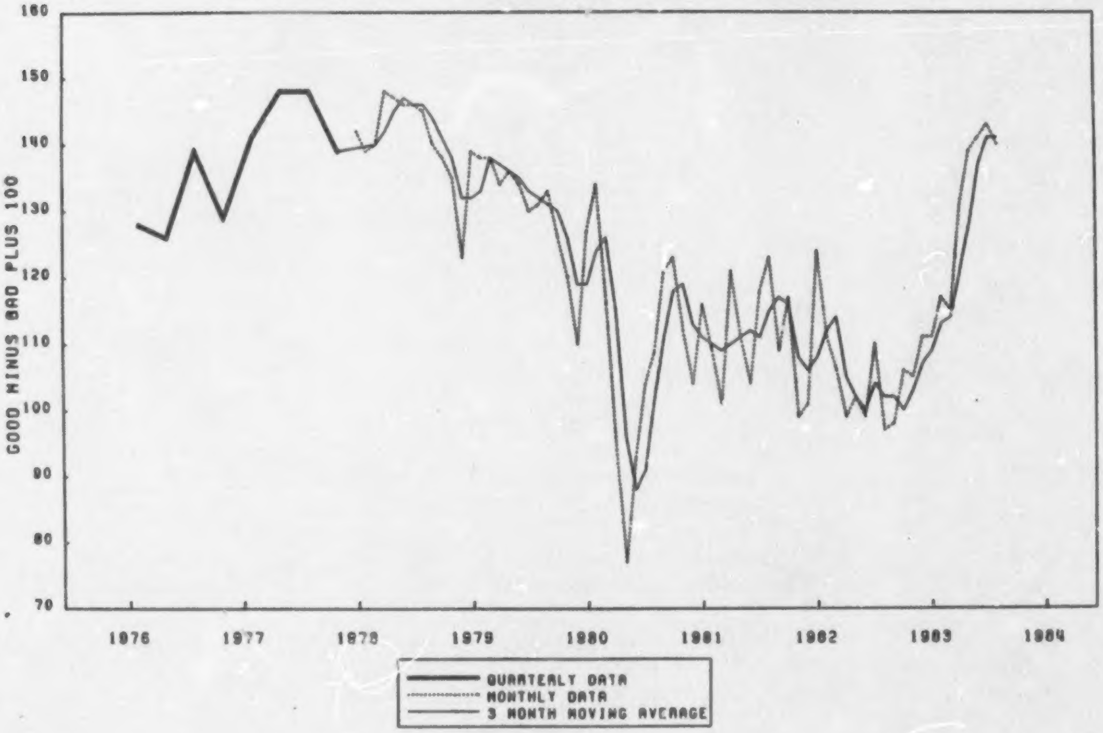

CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

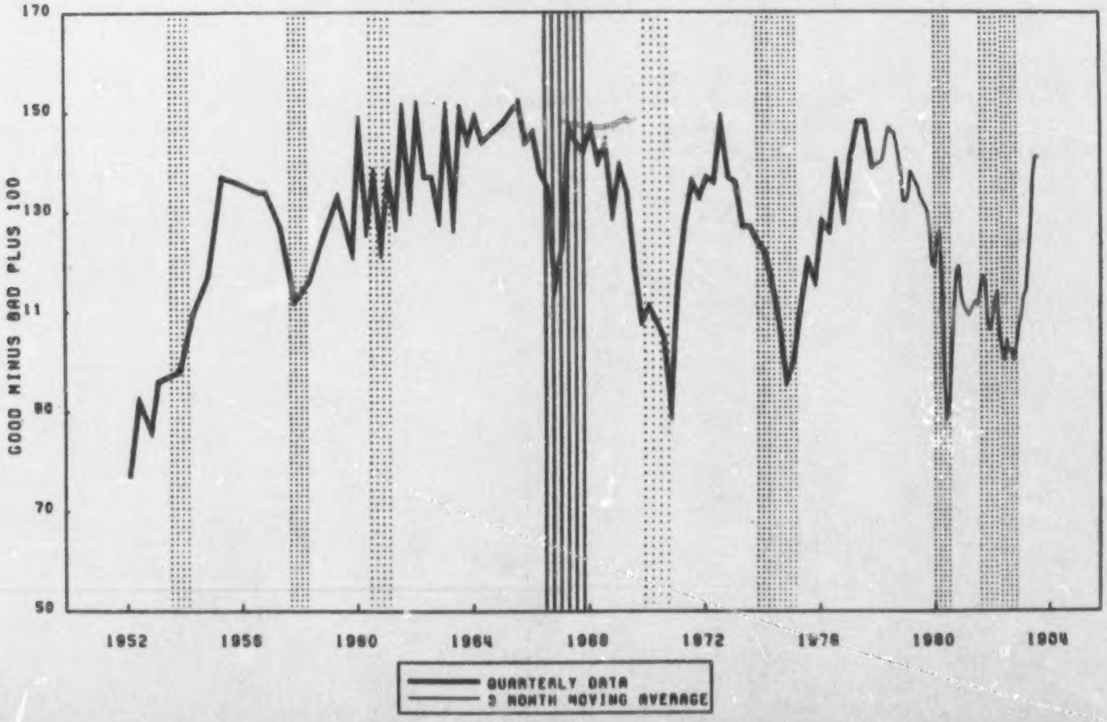

TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY	41%	42%	46%	47%	50%	51%	54%	53%	61%	67%	66%	67%	64%
UNCERTAIN, DEPENDS	15	14	14	11	11	9	9	9	9	5	9	9	12
BAD TIME TO BUY	44	44	40	42	39	40	37	38	30	28	25	24	24
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHAPT 27A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

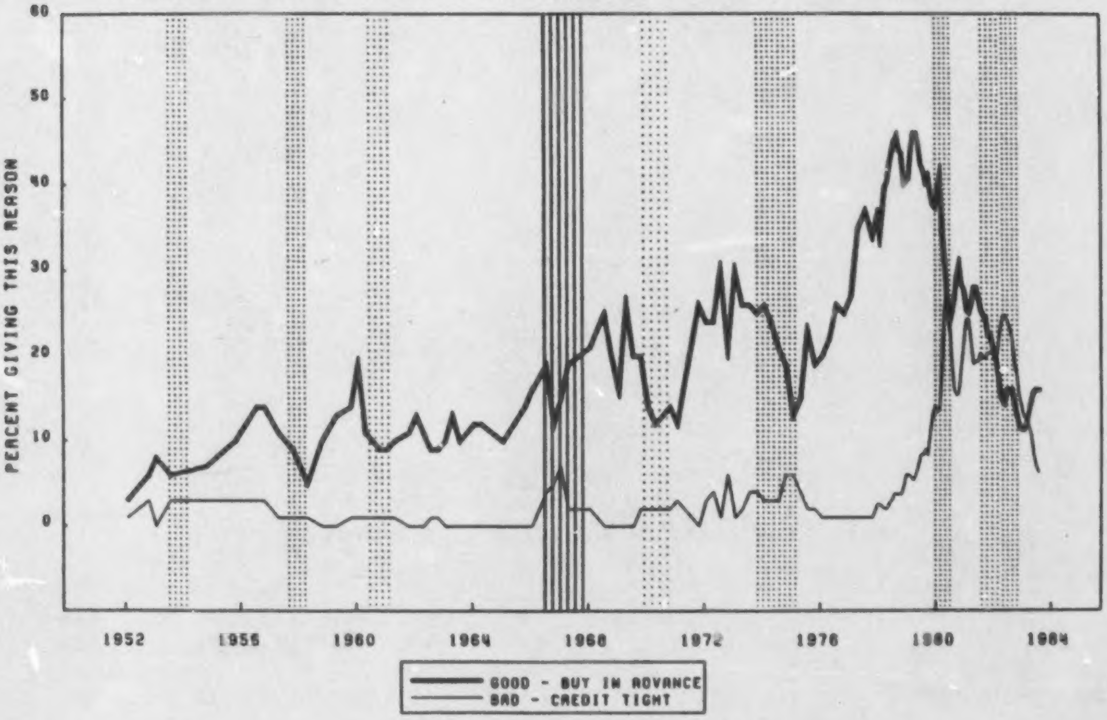

CHART 27B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

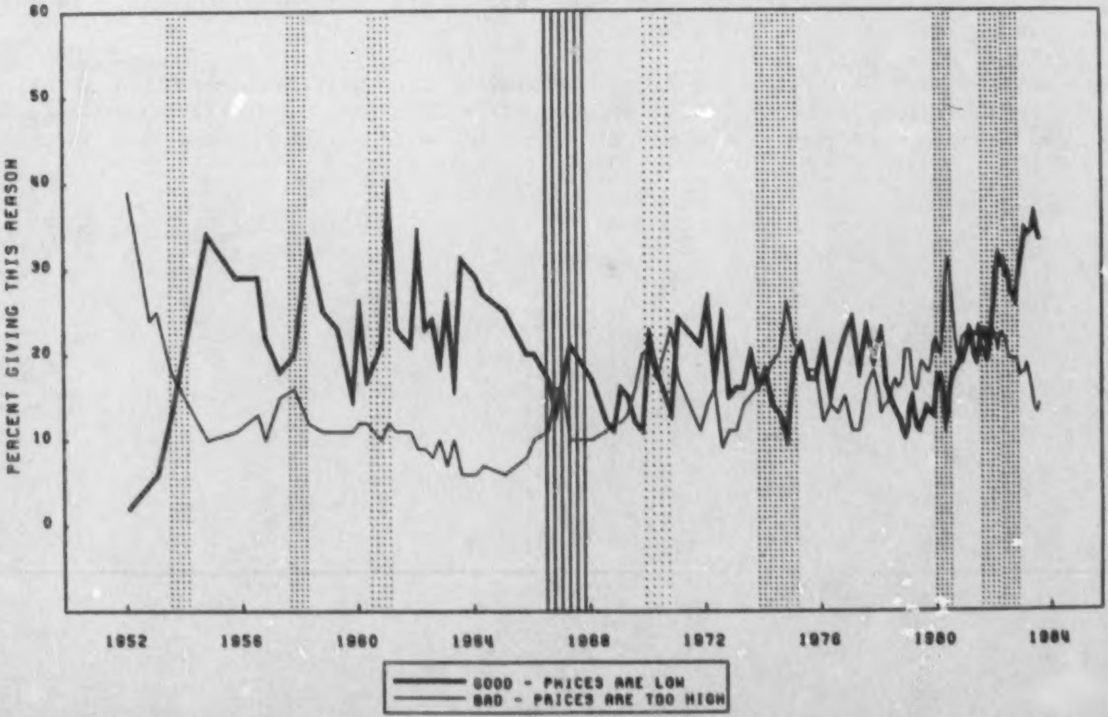

TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	24%	26%	28%	31%	32%	33%	38%	30%	36%	37%	35%	32%	33%
Prices won't come down; are going higher	15	14	14	11	10	13	11	12	15	17	15	16	17
Interest rates low; credit is easy	2	4	5	5	8	7	8	12	14	13	16	13	12
BAD TIME TO BUY:													
Prices are high	19	21	18	18	16	19	18	19	16	12	13	14	15
Interest rates are high; credit is tight	22	20	16	17	13	12	13	13	11	8	6	7	6
Lack of purchasing power	21	21	21	24	21	22	16	18	15	16	12	9	11

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

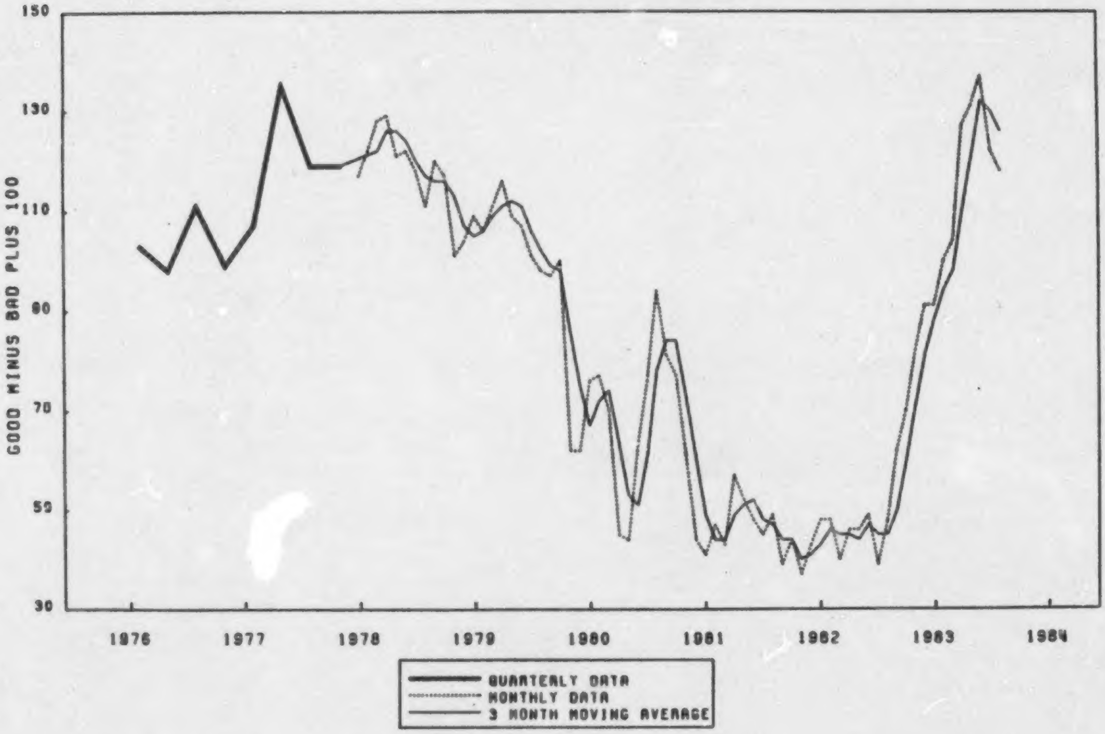

CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

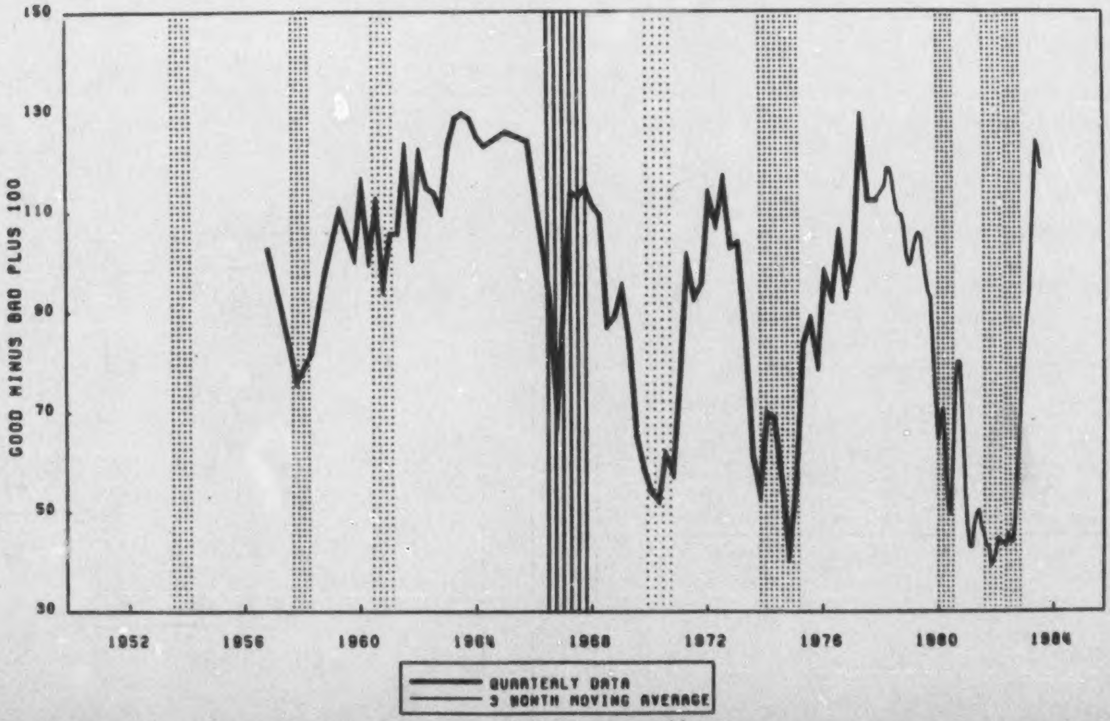

TABLE 28

BUYING CONDITIONS FOR HOUSES

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY	20%	28%	32%	38%	44%	44%	49%	51%	61%	64%	66%	59%	57%
UNCERTAIN, DEPENDS	8	6	6	6	3	3	2	2	5	3	5	4	4
BAD TIME TO BUY	72	66	62	56	53	53	49	47	34	33	29	37	39
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

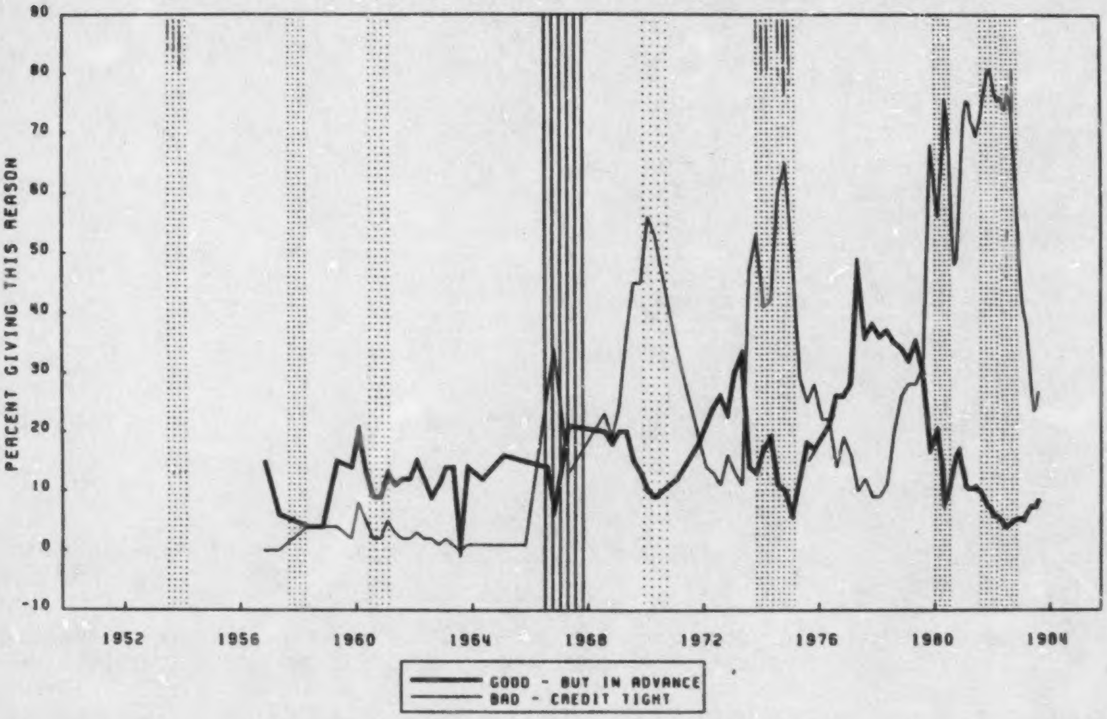

CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

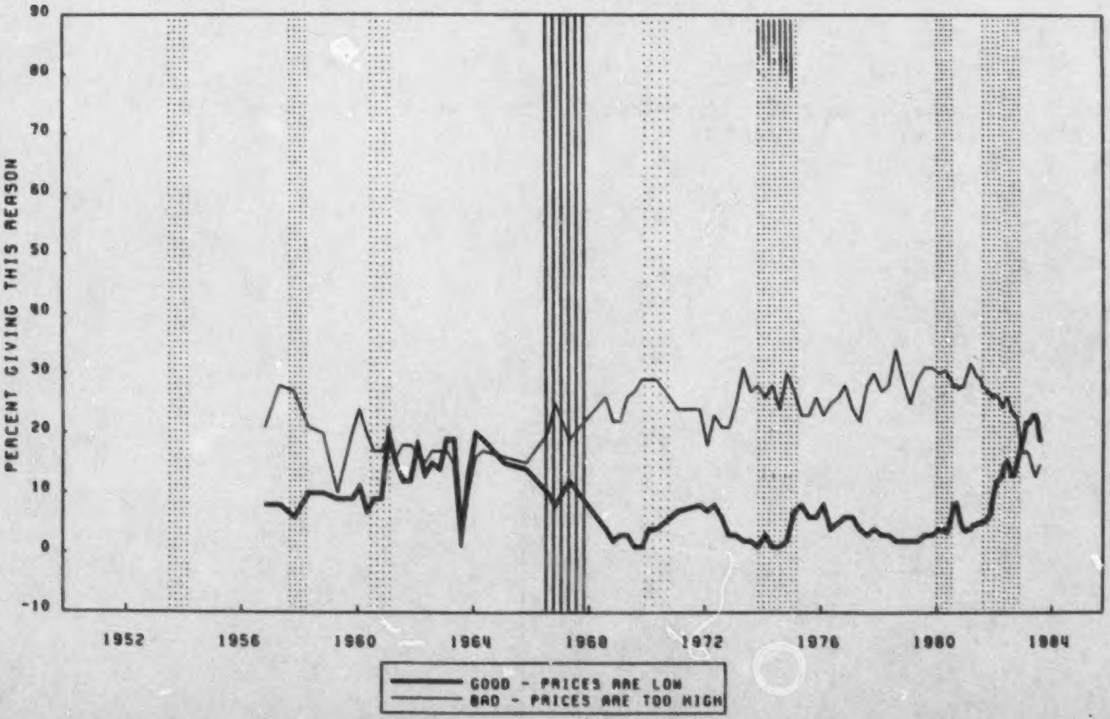

TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	12%	15%	17%	17%	20%	21%	24%	20%	24%	25%	20%	20%	17%
Prices won't come down; are going higher	5	5	5	6	5	5	5	8	7	7	8	7	10
Interest rates low; credit is easy	7	20	23	30	35	37	40	44	54	57	61	49	44
Good investment	4	3	2	4	6	4	4	3	5	4	7	5	8
BAD TIME TO BUY:													
Prices are high	23	25	21	16	17	17	17	16	13	12	13	17	14
Interest rates are high; credit is tight	71	64	60	49	40	41	39	35	24	23	23	26	31
Lack of purchasing power	20	21	23	23	23	24	20	21	14	16	11	12	14

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

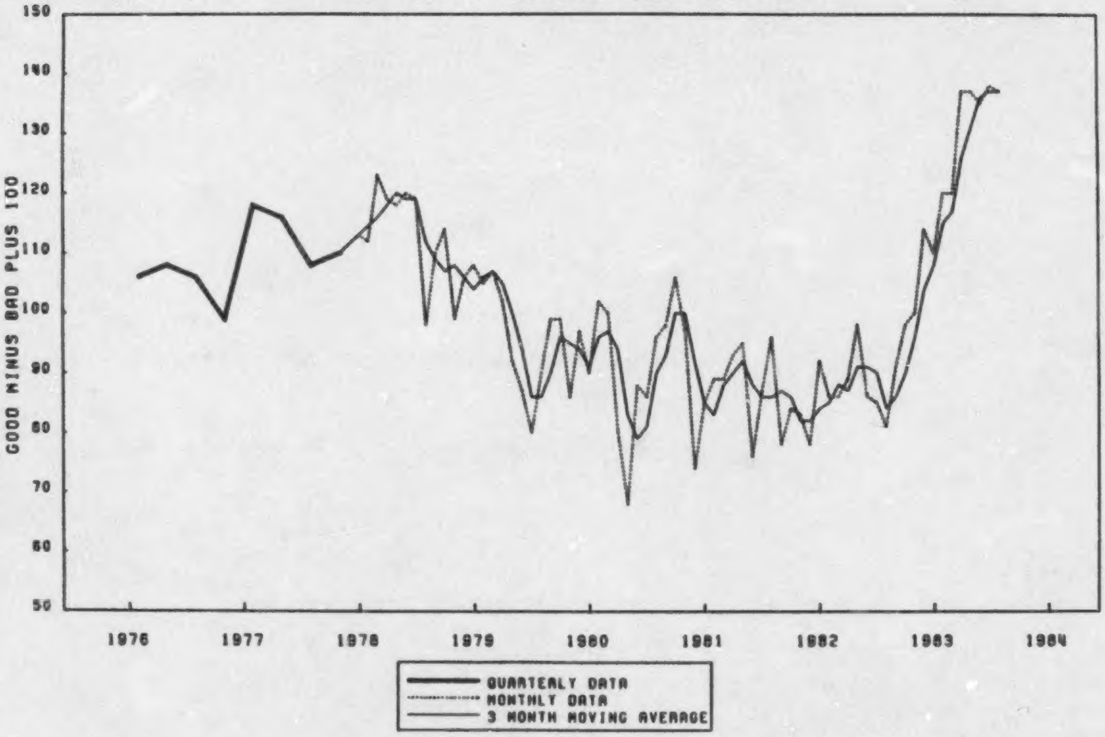

CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

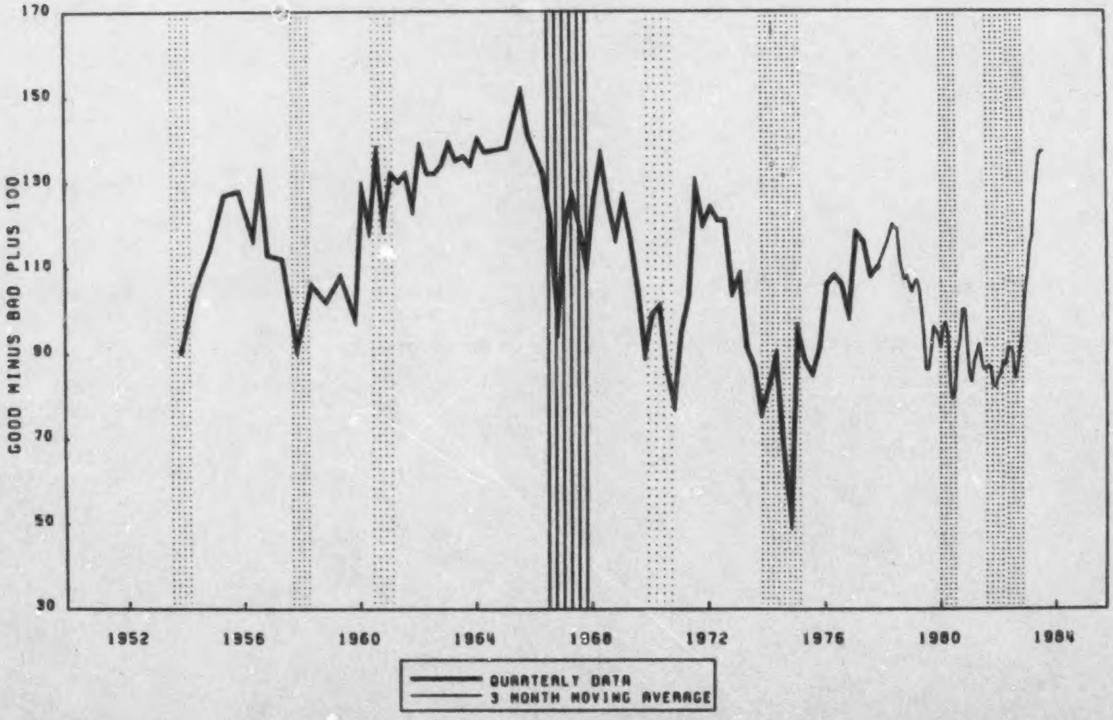

TABLE 30

BUYING CONDITIONS FOR CARS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY	35%	40%	44%	46%	53%	51%	57%	56%	66%	66%	63%	65%	65%
UNCERTAIN; DEPENDS	11	11	10	8	8	8	6	8	5	5	9	8	7
BAD TIME TO BUY	54	49	46	46	39	41	37	36	29	29	28	27	28
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

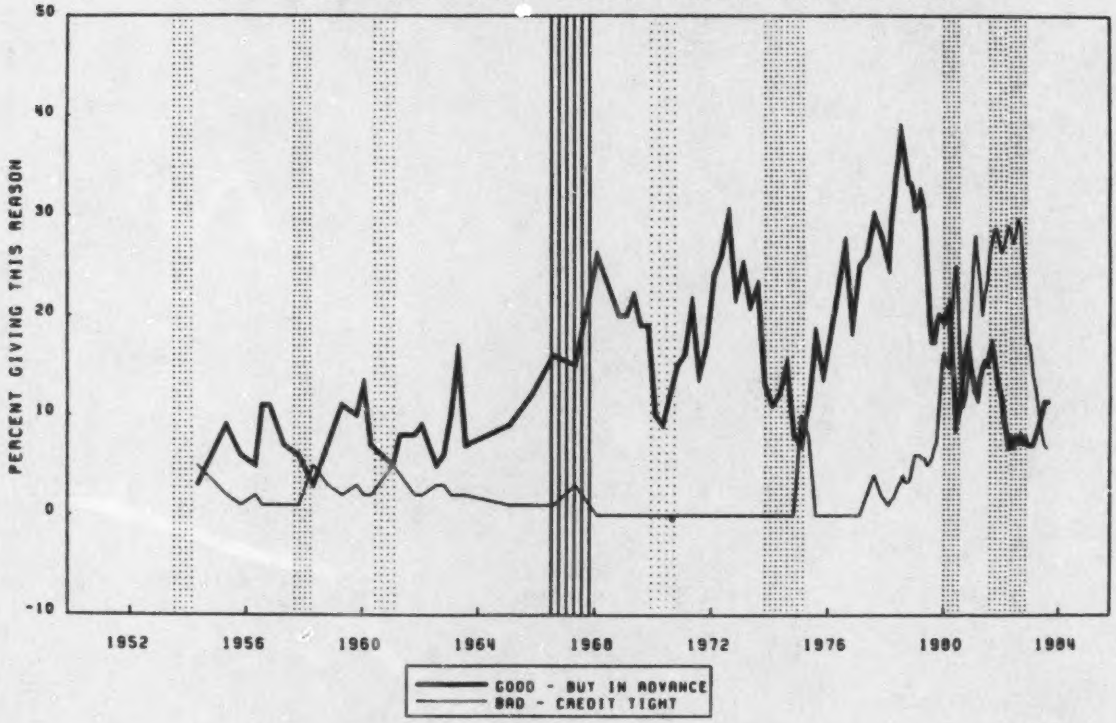

CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

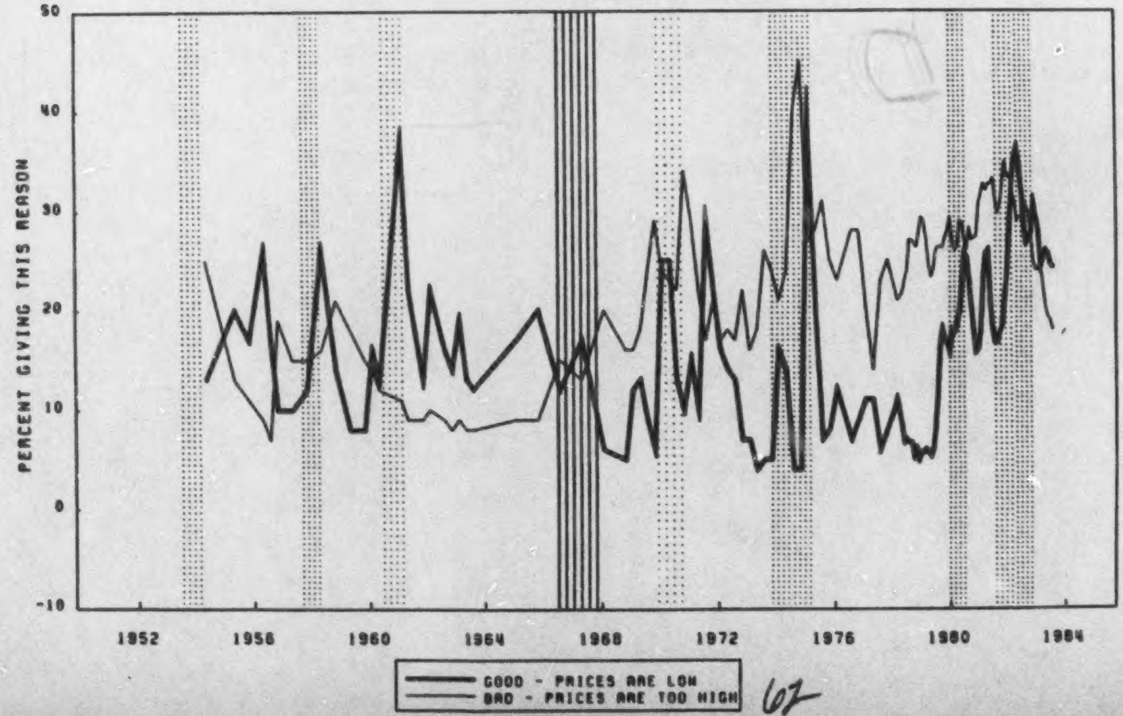

TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	26%	26%	29%	28%	35%	25%	24%	24%	28%	26%	23%	25%	25%
Prices won´t come down; are going higher	7	8	7	8	6	7	8	8	8	12	11	11	12
Interest rates low; credit is easy	6	10	11	20	27	29	35	34	40	40	40	37	33
New fuel efficient models	2	1	1	1	1	2	1	2	2	*	1	2	1
BAD TIME TO BUY:													
Prices are high	32	31	26	25	23	24	26	23	19	19	20	18	16
Interest rates are high; credit is tight	30	25	19	19	14	18	10	11	11	7	6	8	6
Lack of purchasing power	12	14	14	15	13	12	12	10	7	7	7	7	9
Price of gas; shortages	1	1	*	1	1	1	*	*	*	1	1	*	1
Poor selection; quality	7	7	7	7	7	6	5	5	5	5	6	5	4

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

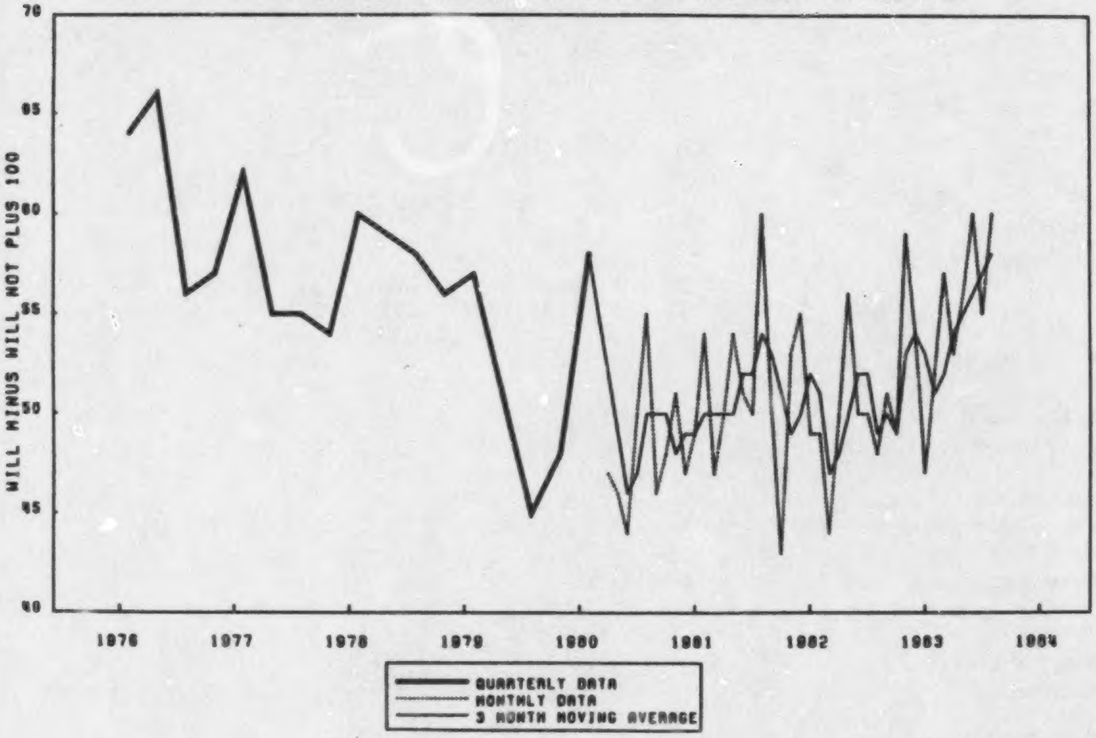

CHART 32 - HISTORICAL SERIES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

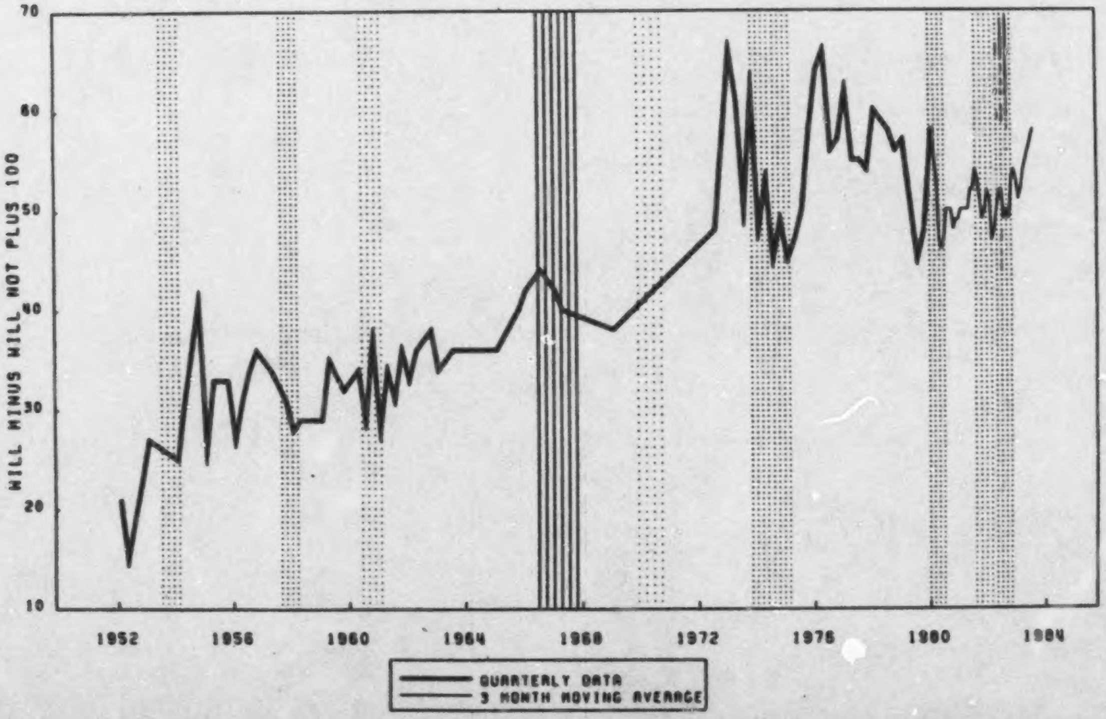

TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
PROBABLY WILL BUY	16%	18%	16%	21%	20%	15%	17%	20%	17%	17%	22%	18%	21%
CHANCES ARE EVEN	7	5	7	8	8	7	8	7	9	9	7	6	7
PROBABLY WILL NOT BUY	68	67	67	62	66	68	65	63	64	61	62	63	61
DK,NA	9	10	10	9	6	10	10	10	10	13	9	13	11
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	680	695	687	682	682	682	709	696	707	700	714	680	673

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	23%	23%	23%	29%	28%	22%	25%	27%	26%	26%	29%	24%	28%
PURCHASE TYPE:													
Buy new	12	10	11	11	15	10	12	13	14	12	13	11	15
Buy used	9	12	11	15	10	10	11	12	11	11	13	11	11
Lease	1	*	1	2	2	1	1	1	*	2	2	1	1
DK,NA	1	1	*	1	1	1	1	1	1	1	1	1	1
PURCHASE TIMING:													
Next 3 months	4	2	4	4	2	3	3	1	6	2	1	4	5
Next 4-6 months	5	5	5	6	6	6	6	7	6	7	10	6	4
Next 7-9 months	3	4	5	8	6	4	7	9	7	8	8	3	5
10 months or more	4	7	5	7	7	4	5	6	2	4	4	6	7
DK,NA	7	5	4	4	7	5	4	4	5	5	6	5	7

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Aug. 1982	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	68%	67%	67%	62%	66%	68%	65%	63%	64%	61%	62%	63%	61%
PURCHASE TYPE:													
Would buy new	40	37	39	34	40	36	34	31	38	36	37	37	33
Would buy used	27	29	27	26	24	30	29	31	25	24	24	24	27
DK,NA	1	1	1	2	2	2	2	1	1	1	1	2	1
PURCHASE TIMING:													
Less than 2 years	5	5	5	7	7	8	8	6	8	7	6	8	6
2 years	22	23	23	22	22	23	19	20	22	24	20	23	21
3 years	12	11	11	8	10	10	10	11	12	10	10	9	9
4 years or more	18	20	19	18	17	21	20	21	16	18	21	18	18
Indefinite	4	3	3	2	4	2	2	1	2	1	1	2	2
DK,NA	7	5	6	5	6	4	6	4	4	1	4	3	5

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

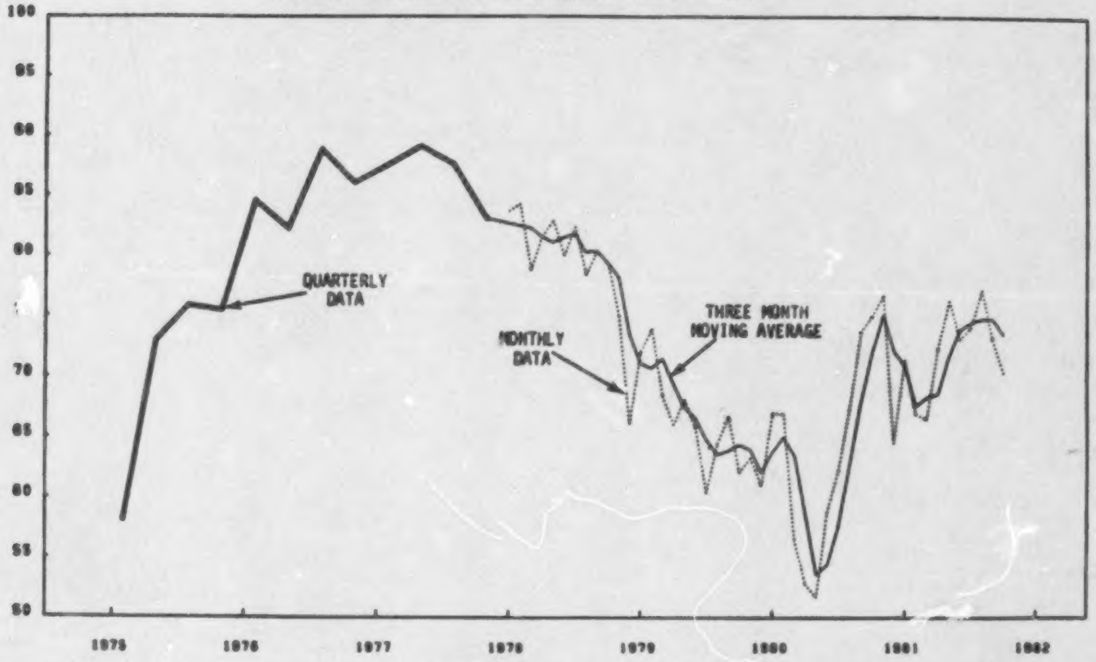

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

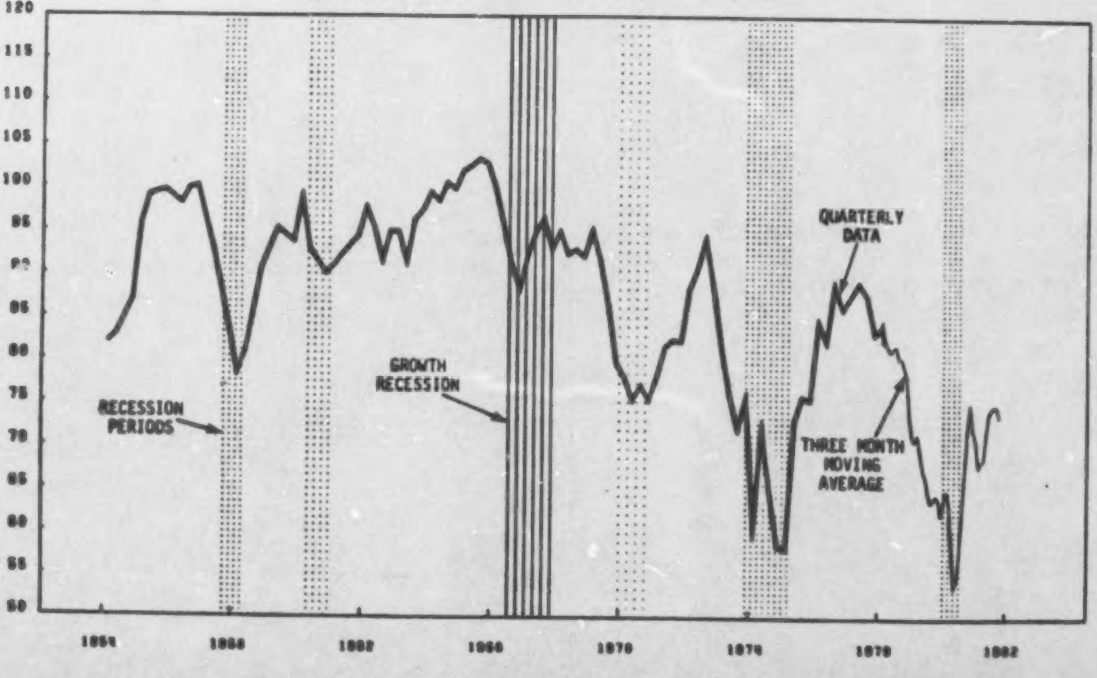

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:
November 1948 - October 1949
July 1953 - May 1954
August 1957 - April 1958
April 1960 - February 1961
June 1966 - November 1967*
December 1969 - November 1970
November 1973 - March 1975
January 1980 - July 1980
July 1981 - November 1982

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS
(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).

9/7/83 U7475-2 A

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

SENTIMENT RECEDES FROM PEAK DUE TO INTEREST RATE CONCERNS

** In the August 1983 survey, the Index of Consumer Sentiment was 90.9, just below the cyclical high of 93.9 recorded in July 1983 and substantially above the 65.4 recorded one year earlier. Despite this small recent decline, largely due to concern with rising interest rates, consumer optimism remained at very favorable levels in the August 1983 survey.

** Among families with incomes of $25,000 and over, the Index of Consumer Sentiment was 103.5 in August, down from 106.5 in July and substantially above the 73.6 recorded one year earlier.

** In each of the past three months, consumers have reported an increasing level of concern over rising interest rates. In the August 1983 survey, 47 percent expected interest rates to increase during the year ahead, up from 40 percent in July and 20 percent in May 1983. More than twice as many consumers now expect increases rather than declines in interest rates--just three months earlier more consumers expected declines rather than increases.

** Due to rising interest rate concerns fewer consumers reported that they expected continued improvement in business conditions during the year ahead in August (47 percent) than three months earlier when the all-time peak was recorded (55 percent). However, recent declines in unemployment have prompted the highest proportion of consumers ever to report improvement in the current state of the economy in the August survey.

** Attitudes toward buying conditions for houses declined somewhat in the August survey due to rising mortgage interest rates. Among all families, the proportion that held favorable house buying attitudes fell to 57 percent in August, down from 59 percent in July and 66 percent in June 1983. Attitudes toward buying conditions for cars remained largely unchanged in the August survey near record favorable levels, since auto manufacturers have been able to partially insulate consumer purchase decisions from increases in market interest rates.

** In the August survey consumers were more willing to incur new debt or to use accumulated savings to make major purchases than at any other time during the prior three years due to current and expected improvements in personal finances.

* * *

The one month decline in consumer sentiment does not itself signal a change in the prevailing optimism among American consumers. Most sentiment measures remained near record favorable levels in the August 1983 survey. These data thus indicate that the ongoing recovery in consumer sales will continue through the balance of 1983 and early 1984. The small decline, however, does demonstrate the heightened sensitivity of consumers to interest rate trends. Interest rates will continue to represent the major determinant of the pace and length of the recovery.

Higher Interest Rates Expected

Increases in interest rates were expected during the year ahead by 47 percent of all households in the August 1983 survey, more than twice the 20 percent recorded three months earlier. Declines in interest rates were expected by only 18 percent in August, down from 31 percent three months earlier. This recent shift has left interest rate expectations less favorable than at any other time during the preceding two years.

Concern with rising interest rates has dampened optimism about the future course of the economy. Corresponding to the rising concern with interest rates during the past three months, the proportion of families that expected the economy as a whole to improve during the year ahead fell from 55 percent in May 1983 to 47 percent in August 1983, and the proportion of families that expected good times financially fell from 65 to 60 percent. Nonetheless, the small recent decline from record levels still leaves consumers optimistic about the future course of the economy.

Rising Interest Rates Dims Housing Outlook

Rising mortgage interest rates have dampened attitudes toward market conditions for houses. In the August 1983 survey, 57 percent of all families thought buying conditions for houses were favorable, down from the peak level of 66 percent recorded in June 1983. The proportion of respondents that mentioned the availability of lower mortgage rates fell to 44 percent in August from the peak of 61 percent two months earlier, while complaints about high mortgage rates rose to 31 percent in August from 23 percent in June 1983. Nonetheless, given the small increases in mortgage rates thus far, overall attitudes towards market conditions for houses have remained at favorable levels. On balance, more families continued to cite lower rather than higher interest rates in the August 1983 survey, even if by a narrower margin. In addition, families continued to mention the availability of lower housing prices more frequently than high housing prices in the August 1983 survey (17 versus 14 percent).

In contrast to house buying attitudes, attitudes toward market conditions for cars have remained largely unchanged at very favorable levels, largely due to interest subsidies as well as price discounts and rebates offered by car manufacturers. Among all families, 65 percent thought buying conditions for automobiles were favorable in the August 1983 survey, unchanged from one and three months earlier, and substantially above the 35 percent recorded one year earlier. The proportion of families that mentioned the availability of lower interest rates was 33 percent in August, compared with just 6 percent that complained of high interest rates on auto loans. In addition, the August 1983 survey recorded the lowest number of consumers to complain of high car prices in more than five years--16 percent, half the 32 percent recorded one year earlier. Rather, the appeal of price discounts and rebates was mentioned by 25 percent of all families in the August 1983 survey, unchanged from one year earlier. Through the combined use of price and interest rate discounts, car manufacturers have been able to effectively counter both sources of resistance.

Improved Personal Finances Support Spending Plans

In the August 1983 survey, consumers reported an increased readiness to draw on savings or incur debt in order to finance major new purchases (see Tables A and B). Among all families, 27 percent reported they were not reluctant to incur new debt, more than twice the 12 percent recorded one year earlier, and the highest level recorded during the past three years. The use of accumulated savings to make major new purchases was viewed with favor by 38 percent of all families, up from 26 percent one year earlier, and 30 percent two years earlier.

Among all families in the August 1983 survey, 36 percent reported that their financial situation had improved during the past year, down from 40 percent one month earlier, but above the 29 percent recorded one year earlier. Importantly, families continued to report being better off financially more frequently than worse off in the August 1983 survey (36 versus 30 percent). When asked to explain how their financial situation had changed, 31 percent of all families mentioned income increases in August, up 25 percent from one year earlier. Income declines were reported somewhat less frequently in August 1983 (18 percent) than one year earlier (20 percent). Just 16 percent of all families complained about high prices in the August 1983 survey, equal to the July level which was the lowest recorded during the past decade.

Consumers in the August 1983 survey remained optimistic about prospects for improvement in their personal financial situation during the year ahead. Nearly three times as many families expected their personal financial situation to improve rather than worsen during the year ahead in August (37 versus 13 percent), a somewhat narrower margin than the more than four-to-one recorded in May 1983 (43 versus 6 percent).

Declines in Unemployment Expected

Unemployment was expected to decline during the year ahead by 42 percent of all families in the August 1983 survey, unchanged from three months earlier, and substantially above the 17 percent recorded one year earlier. Just 15 percent of all families expected increases in unemployment in August, down from 46 percent one year earlier. Although heightened interest rate expectations have lowered optimism about the future course of the economy, recent improvement in unemployment has bolstered evaluations of the current state of the economy. Among all families, 66 percent reported in the August 1983 survey that business conditions had improved during the past year, the highest proportion ever recorded in these surveys. When asked about recent economic developments, news of increases in employment was mentioned by 27 percent of all families in the August 1983 survey, up from just 7 percent one year earlier, while reports of increasing unemployment remained at the July level of 16 percent, down from 53 percent in August 1982--the all-time peak level.

The expected annual rate of inflation was 5.0% in the August 1983 survey, just above the 4.6% recorded one and three months earlier, and considerably below the 6.4% recorded one year earlier.

Confidence in government economic policies to reduce both inflation and unemployment remained basically unchanged in the August 1983 survey from one month earlier, although more favorable than one year earlier. Among all families, 27 percent rated government economic policies favorably, unchanged from the July reading, and above the 17 percent recorded in August 1982. Unfavorable evaluations of government economic policies were given by 23 percent of all families in August 1983 compared with 34 percent one year earlier.

* * *

The August 1983 survey was conducted between July 28 and August 28, 1983, and included 673 completed interviews.

TABLE A

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE CREDIT FOR MAJOR PURCHASES

	Use of Credit			
	Aug. 1980	Aug. 1981	Aug. 1982	Aug. 1983
OK to use credit; not especially reluctant	13%	13%	12%	27%
Pro-con	1	1	1	1
Not OK to use credit; especially reluctant	85	83	85	71
DK, NA	1	3	2	1
Total	100%	100%	100%	100%
Cases	1177	1390	1388	1353

The question was: "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time you would be especially reluctant to take on new debt?"

TABLE B

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS FOR MAJOR PURCHASES

(Percentage of families with savings)

	Use of Savings			
	Aug. 1980	Aug. 1981	Aug. 1982	Aug. 1983
OK to use savings; not especially reluctant	NA	30%	26%	38%
Pro-con		1	1	*
Not OK to use savings; especially reluctant		67	72	60
DK, NA		2	1	2
Total		100%	100%	100%
Cases		1373	1264	1235

---

*Less than 0.5 percent.

The question was: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings, or is now a time when you would be especially reluctant to use some of your savings?"

10/11/83 U7475-2 A

October 5, 1983

SEPTEMBER 1983 MONTHLY REPORT

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

CONSUMERS REMAIN OPTIMISTIC

** In the September 1983 survey, the Index of Consumer Sentiment was 89.9, one Index-point below the August level, and four Index-points below the cyclical high recorded in July 1983, but 20 Index-points above the year-earlier reading. Despite the recent small decline, due to less favorable business expectations, consumer optimism remained at very favorable levels in the September 1983 survey.

** Among families with incomes of $25,000 and over, the Index of Consumer Sentiment was 102.3, 1.2 Index-points below the month-earlier reading, and 4.2 Index-points below the cyclical high recorded in July.

** The proportion of families that expected good times financially in the economy as a whole during the year ahead fell in the September 1983 survey to 58 percent from 60 percent in August, and from a high of 65 percent in May 1983. Despite the small recent decline, business expectations have remained substantially more favorable than one year earlier, when just 33 percent expected good times financially in the economy as a whole during the next 12 months.

** Unemployment expectations remained on balance favorable, although the September survey recorded somewhat fewer families that expected continued declines in unemployment (36 percent, down from 42 percent in August, but twice the 18 percent recorded one year earlier). Interest rates were somewhat less frequently expected to increase during the year ahead in the September survey compared with August (44, down from 47 percent); nonetheless unfavorable interest rate expectations remained at more than twice the low level recorded as recently as May 1983.

** Consumer attitudes toward buying conditions for houses, cars, and household durables each remained near record favorable levels in the September 1983 survey. Continued evidence of heightened interest rate sensitivity was found in the September data: house buying attitudes improved by a small amount due to more favorable perceptions of mortgage interest rates, while car buying attitudes declined by a small amount due to increased concern with interest rates on car loans.

** Consumers reported an increased readiness to draw on savings or to incur new debt in order to finance major new purchases in the third quarter 1983 surveys. The overall financial situation of American families has improved during the last year, with the September 1983 survey recording fewer reference to income declines, and more frequent reports of income increases.

* * *

The recent small decline in consumer sentiment does not indicate a change in the prevailing optimism among American consumers. Most sentiment measures remained near record favorable levels in the September survey, with the small declines indicating only a slowing of the rate of expected improvement in the economy.

Monitoring Economic Change Program
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Slower Pace of Improvement Expected for Business Conditions

The September survey continued to record a very favorable mix of news heard and recalled by consumers about recent economic developments. The September 1983 survey recorded the fewest references to unfavorable developments in the economy since 1976 (27 percent). Favorable developments were reported by 64 percent of all families in September, below the all-time record of 83 percent recorded in June 1983, but higher than in any survey conducted during the prior three decades. Compared with a year earlier, many fewer respondents reported hearing about increases in unemployment in the September 1983 survey (11 percent, down from 52 percent), and respondents more frequently reported hearing news of increases in employment (25 percent, up from 6 percent). Among all families, 62 percent reported that current business conditions had improved over those of a year earlier, just below the all-time record level of 66 percent recorded in August, and substantially above the 13 percent recorded one year earlier.

Business conditions were expected to improve in the year ahead by 46 percent of all families in the September 1983 survey, just below the 47 percent recorded in August, and the all-time peak level of 55 percent recorded in May 1983. Very few consumers expected business conditions to worsen during the year ahead in the September survey (10 percent, up from a low of 6 percent in May 1983), while the much more common expectation that business conditions would remain unchanged at improved levels grew (to 42 percent in September from 38 percent in May 1983). Somewhat fewer families in the September 1983 survey expected unemployment to decline during the year ahead than one month earlier (36, down from 42 percent); nonetheless, declines in unemployment were still expected more than twice as often as increases (36 versus 17 percent). These findings indicate an expected slowing in the rate of improvement in business conditions.

Interest rate expectations improved somewhat in the September 1983 survey, but nonetheless remained at unfavorable levels. Interest rates were expected to increase by 44 percent of all families in the September survey, below the 47 percent recorded in August, but more than twice the 20 percent recorded as recently as May 1983. Declines in interest rates were expected by 20 percent of all families in September 1983, up from 18 percent in August, but well below the 48 percent recorded one year earlier.

Confidence in government economic policies to reduce unemployment and inflation was unchanged in the September survey from one and two months earlier, but was substantially above the year-earlier reading. In the September 1983 survey, 27 percent of all families favorably rated government economic policy (up from 19 percent one year earlier), while 21 percent gave unfavorable ratings (down from 31 percent one year earlier).

Favorable Buying Attitudes

Attitudes toward buying conditions for large household durables, vehicles, and houses remained near record favorable levels in the September 1983 survey. Following rapid improvement in late 1982 and early 1983, buying attitudes have remained largely unchanged during the past few months. Favorable attitudes toward buying conditions for large household durables were held by 66 percent of all families in the September 1983 survey, nearly equal to the cyclical high of 67 percent recorded in May 1983, and substantially above the 42 percent recorded a year earlier. Favorable car buying attitudes were held by 61 percent of all families in the September survey, below the record level of 66 percent recorded in both April and May 1983, but well above the 40 percent recorded one year earlier. Favorable attitudes toward buying conditions for houses were held by 59 percent of all families in September, below the high of 66 percent recorded in June, but substantially above the 28 percent recorded one year earlier.

The overall increase in favorable buying attitudes during the past year has benefited from more favorable perceptions of market prices. Unlike one year earlier, the September 1983 survey recorded more frequent references to lower rather than higher prices when respondents were asked to explain their views on each of the three markets studied.

The small recent declines from record levels in the markets are attributable to interest rate trends. Since the 1983 record levels were reached, fewer references to the availability of lower interest rates were recorded in the September 1983 survey with regard to the housing market (47, down from 61 percent), the car market (28, down from 40 percent), and for household durables (12, down from 16 percent). Interestingly, the small one-month increase in favorable house buying attitudes, as well as the one-month decline in favorable car buying attitudes, can be attributed to small contrasting changes in references to interest rates: somewhat more families reported the availability of lower mortgage rates in September than August (47, up from 44 percent), but fewer families reported the availability of lower interest rates on car purchases (28, down from 33 percent). These results partially reflect the changing availability of subsidized interest rates on car loans.

In the third quarter 1983 surveys, consumers reported an increased readiness to draw on savings or incur new debt in order to finance major new purchases (see Tables A and B). Among all families, 27 percent reported that they were not reluctant to incur new debt, more than twice the 12 percent recorded one year earlier, and the highest level recorded during the past three years. The use of accumulated savings to make major new purchases was viewed with favor by 36 percent of all families, up from 25 percent one year earlier, and 30 percent three years earlier.

Improved Personal Finances

The September 1983 survey marked the sixth consecutive month that American families more frequently reported that their financial situation had improved rather than worsened during the past year (38 versus 29 percent). Prior to April 1983, consumers' evaluations of their current financial situation were on balance unfavorable for more than four years. When asked to explain how their financial situation had changed, respondents more frequently mentioned income increases in September 1983 compared with a year earlier (from 27 to 34 percent), and less frequently mentioned income declines (from 24 to 20 percent). In addition, fewer families mentioned the adverse impact of inflation on family budgets, 16 percent in the September 1983 survey, unchanged from August and July, and the lowest level recorded during the past decade.

American families remained optimistic about their financial future in the September 1983 survey. Among all families, 37 percent expected improvement in their financial situation in the September survey, unchanged from the August reading, but below the cyclical high of 43 percent recorded in May 1983. During the past year, smaller expected income increases have been partially offset by lower expected rates of inflation. Approximately the same proportion of families in the September 1983 survey as one year earlier expected their nominal income to remain unchanged or to decline (42 percent), and approximately the same proportion of families expected income increases as one year earlier (57 percent). However, among those that expected income increases, the proportion of families that expected increases of 6% or more fell to 28 percent in

September 1983, from 37 percent in September 1982, while the proportion of families that expected income increases of 1-5% rose to 23 percent in September 1983 from 15 percent one year earlier. Consumers expected the annual rate of inflation to average 5.0% during the year ahead in the September 1983 survey, unchanged from one month earlier, but below the 5.4% recorded one year earlier.

* * *

The September 1983 survey was conducted between August 26 and September 24, 1983, and 704 interviews were obtained.

TABLE A

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE CREDIT FOR MAJOR PURCHASES

	Third Quarter			
	1980	1981	1982	1983
Ok to use credit; not especially reluctant	15%	13%	12%	27%
Pro-con	1	1	1	1
Not OK to use credit; especially reluctant	83	83	85	71
DK, NA	1	3	2	1
Total	100%	100%	100%	100%
Cases	1793	2071	2083	2057

The question was: "If there were something big that you wanted to buy, do you think that now is a time when it would be O.K. for you to buy it on credit, or is now a time when you would be especially reluctant to take on new debt?"

TABLE B

OPINIONS ABOUT WHETHER NOW IS A GOOD TIME TO USE SAVINGS FOR MAJOR PURCHASES

(Percentage of families with savings)

	Third Quarter			
	1980	1981	1982	1983
OK to use savings; not especially reluctant	30%	29%	25%	36%
Pro-con	1	1	1	*
Not OK to use savings; especially reluctant	60	68	72	62
DK, NA	9	2	2	2
Total	100%	100%	100%	100%
Cases	616	2044	1906	1868

---

*Less than 0.5 percent.

The question was: "If there were a major purchase that you wanted to make, do you think that now is a time when it would be O.K. to use some of your savings or is now a time when you would be especially reluctant to use some of your savings?"

TABLES AND CHARTS

SEPTEMBER 1983

The September 1983 survey is the 180th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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25	OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY
26	BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS
27	SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS
28	BUYING CONDITIONS FOR HOUSES
29	SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES
30	BUYING CONDITIONS FOR CARS
31	SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS
32	PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS
33	CURRENT VEHICLE PURCHASE INTENTIONS
34	FUTURE VEHICLE PURCHASE INTENTIONS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

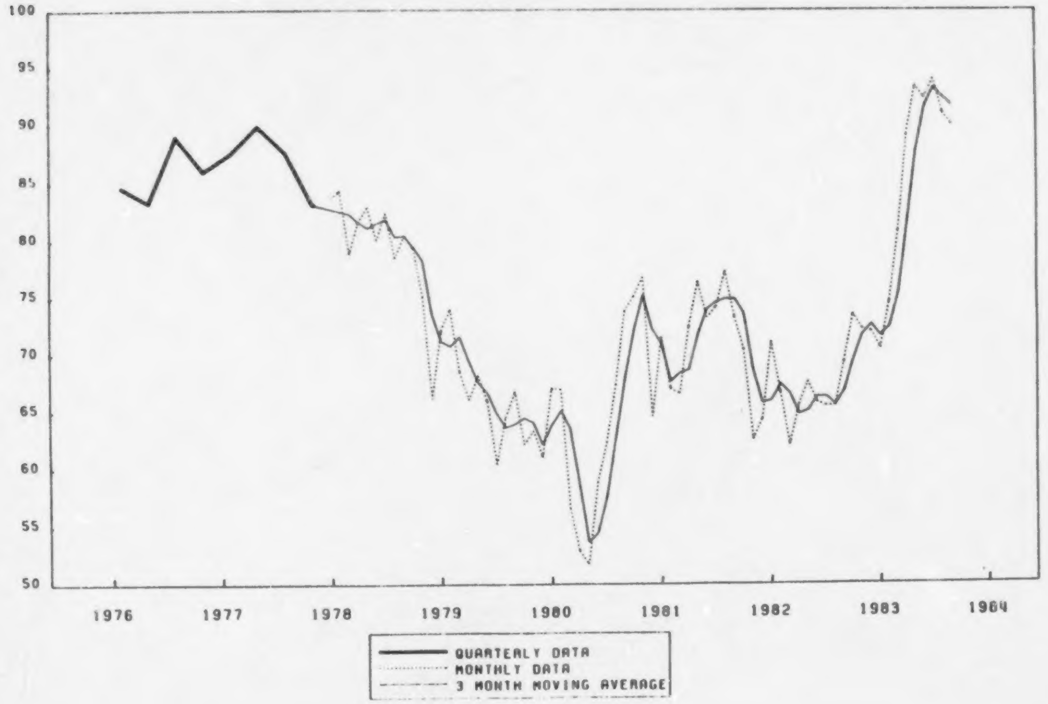

CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

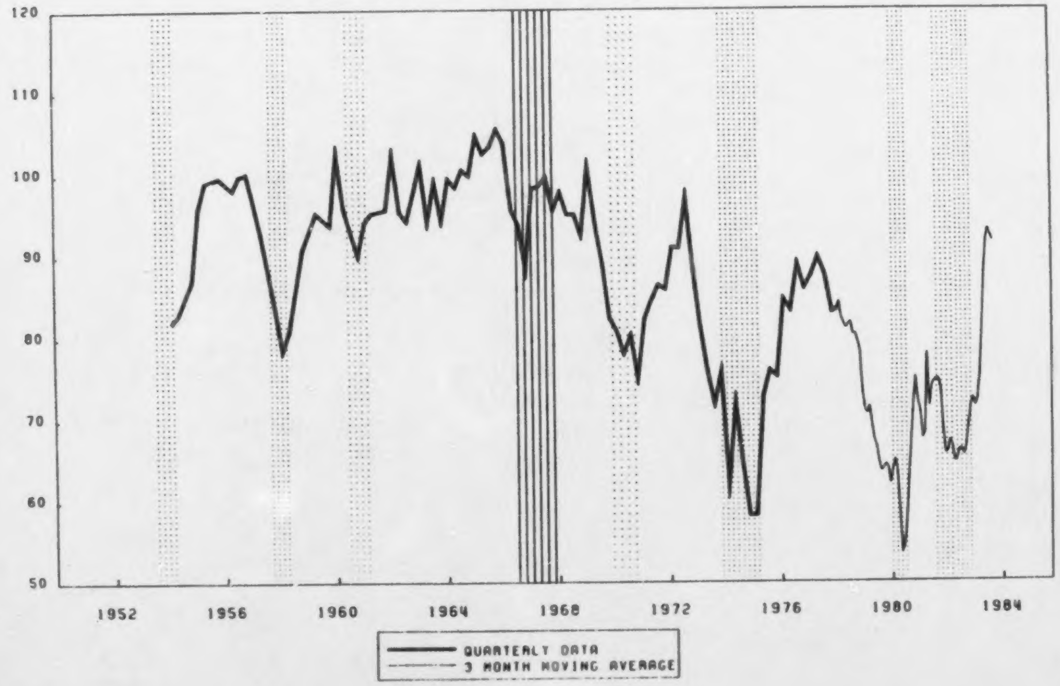

TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	All families	Families with incomes over $20,000	Families with incomes over $25,000
September 1980	73.7	78.1	78.2
October 1980	75.0	76.3	78.7
November 1980	76.7	82.7	87.5
December 1980	64.5	66.9	68.6
January 1981	71.4	74.8	77.1
February 1981	66.9	74.2	77.5
March 1981	66.5	72.1	73.7
April 1981	72.4	77.1	78.0
May 1981	76.3	80.8	85.0
June 1981	73.1	81.2	82.9
July 1981	74.1	80.8	82.1
August 1981	77.2	82.7	85.0
September 1981	73.1	75.2	73.3
October 1981	70.3	74.5	77.9
November 1981	62.5	67.2	66.3
December 1981	64.3	71.0	71.1
January 1982	71.0	77.9	77.8
February 1982	66.5	71.5	72.8
March 1982	62.0	67.0	67.9
April 1982	65.5	71.5	73.2
May 1982	67.5	72.7	74.8
June 1982	65.7	71.4	72.9
July 1982	65.4	68.9	69.2
August 1982	65.4	71.0	73.6
September 1982	69.3	78.4	81.1
October 1982	73.4	77.5	80.9
November 1982	72.1	79.3	81.1
December 1982	71.9	78.0	80.5
January 1983	70.4	78.2	78.8
February 1983	74.6	79.9	81.3
March 1983	80.8	88.4	88.9
April 1983	89.1	97.1	99.0
May 1983	93.3	99.6	101.0
June 1983	92.2	101.2	102.5
July 1983	93.9	104.4	106.5
August 1983	90.9	101.2	103.5
September 1983	89.9	99.0	102.3

CHART 2A - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

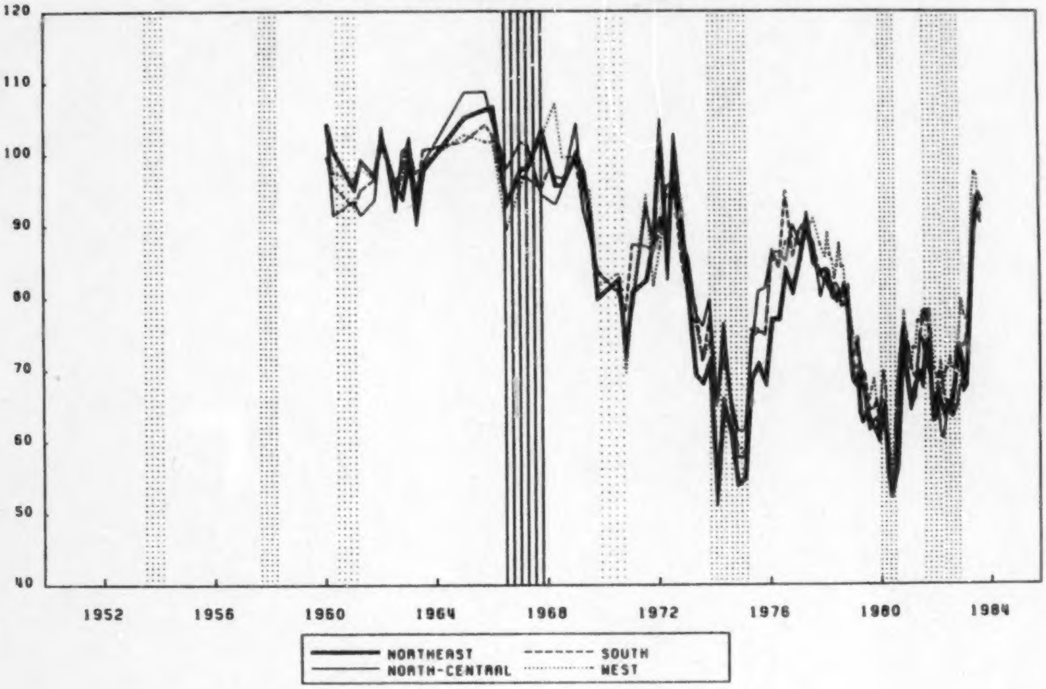

CHART 2B - HISTORICAL SERIES
INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

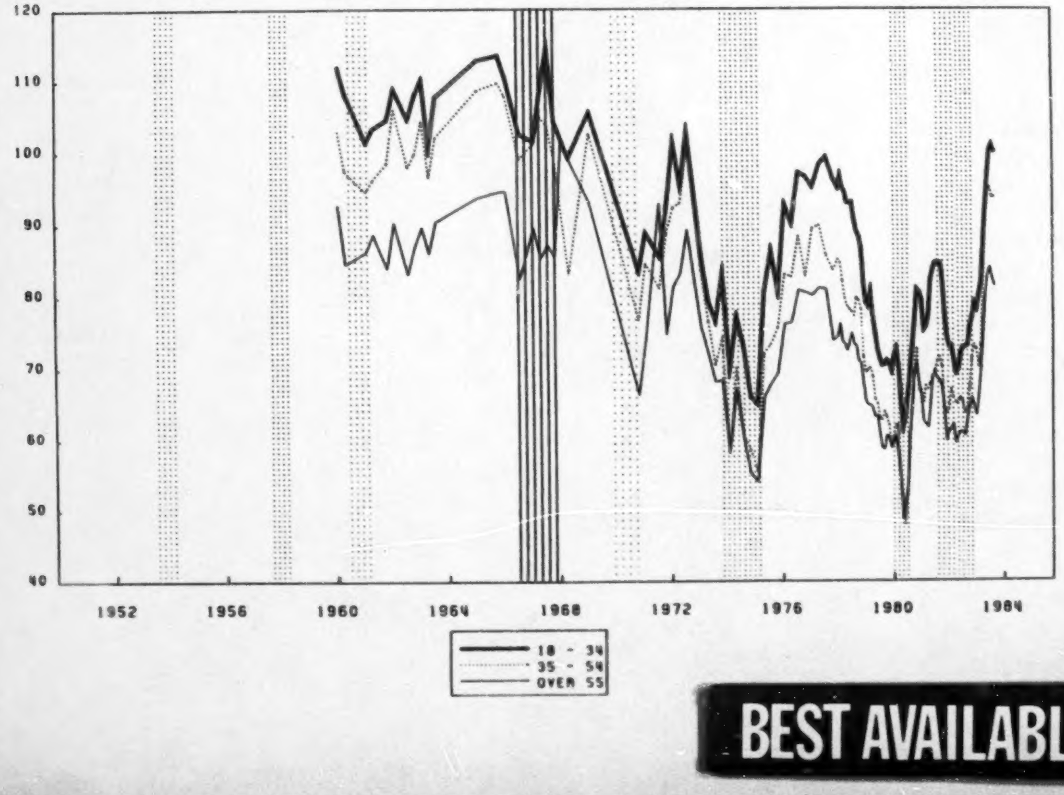

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TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

	CENSUS REGION				AGE OF RESPONDENT		
DATE OF SURVEY	North East	North Central	South	West	18-34	35-54	55+
September 1980	76.3	68.3	71.8	79.5	78.6	73.4	69.4
October 1980	75.7	70.2	79.1	73.1	80.2	70.2	74.0
November 1980	71.1	76.2	77.3	81.9	85.3	73.5	70.3
December 1980	62.3	59.9	69.3	64.6	76.0	56.7	60.1
January 1981	68.2	70.9	72.5	74.4	77.2	70.2	67.9
February 1981	64.5	62.6	70.2	70.8	72.5	68.4	59.6
March 1981	66.5	62.6	64.9	73.7	77.3	63.9	58.4
April 1981	72.6	72.7	71.0	74.2	81.5	68.3	66.9
May 1981	66.8	76.6	77.5	82.2	87.7	71.2	70.0
June 1981	68.5	74.0	75.2	73.8	81.7	67.0	69.6
July 1981	68.9	72.2	76.5	78.1	84.2	70.6	67.6
August 1981	77.0	70.1	83.2	79.2	87.8	75.0	67.9
September 1981	75.1	69.9	72.4	76.6	81.4	68.8	69.2
October 1981	67.9	68.2	68.9	79.0	80.7	65.9	64.8
November 1981	55.8	64.7	61.1	68.8	71.3	59.6	57.7
December 1981	65.0	65.3	64.4	61.6	70.9	65.3	56.7
January 1982	68.8	67.3	72.0	76.2	76.6	67.4	68.5
February 1982	65.9	60.6	71.8	68.8	71.5	68.3	59.0
March 1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April 1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May 1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June 1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July 1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August 1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September 1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October 1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November 1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December 1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January 1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February 1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March 1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April 1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
May 1983	88.3	90.7	93.3	102.7	97.2	97.1	84.9
June 1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9
July 1983	98.3	93.8	89.9	94.3	106.0	93.6	83.0
August 1983	89.6	92.0	91.3	89.6	99.2	92.9	80.0
September 1983	92.6	87.8	89.3	90.8	94.8	94.5	80.9

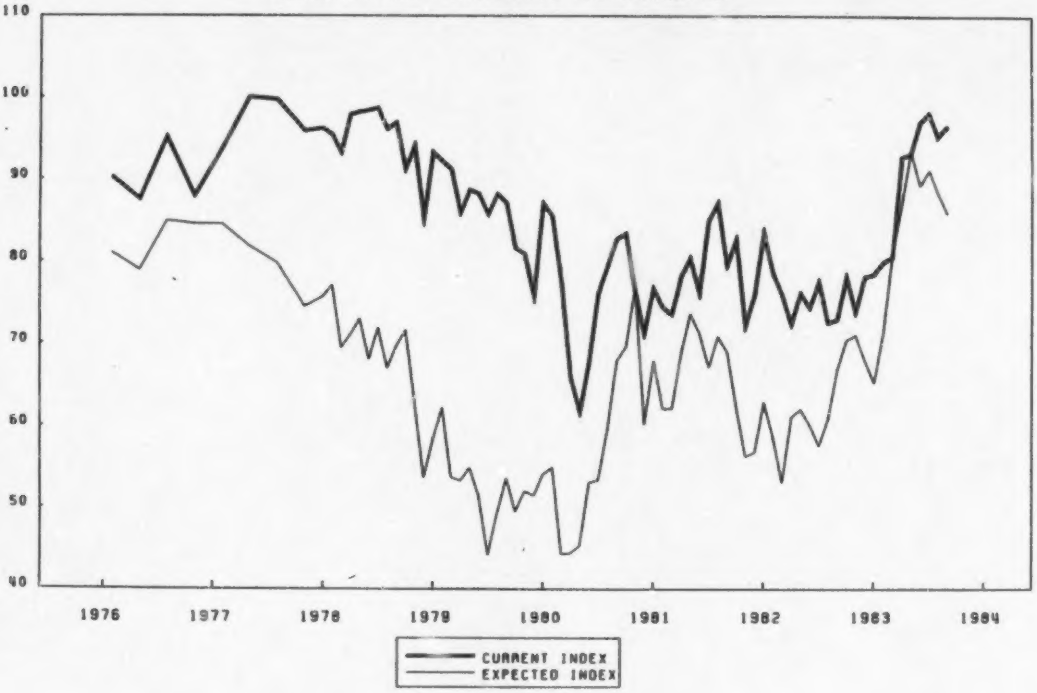


CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

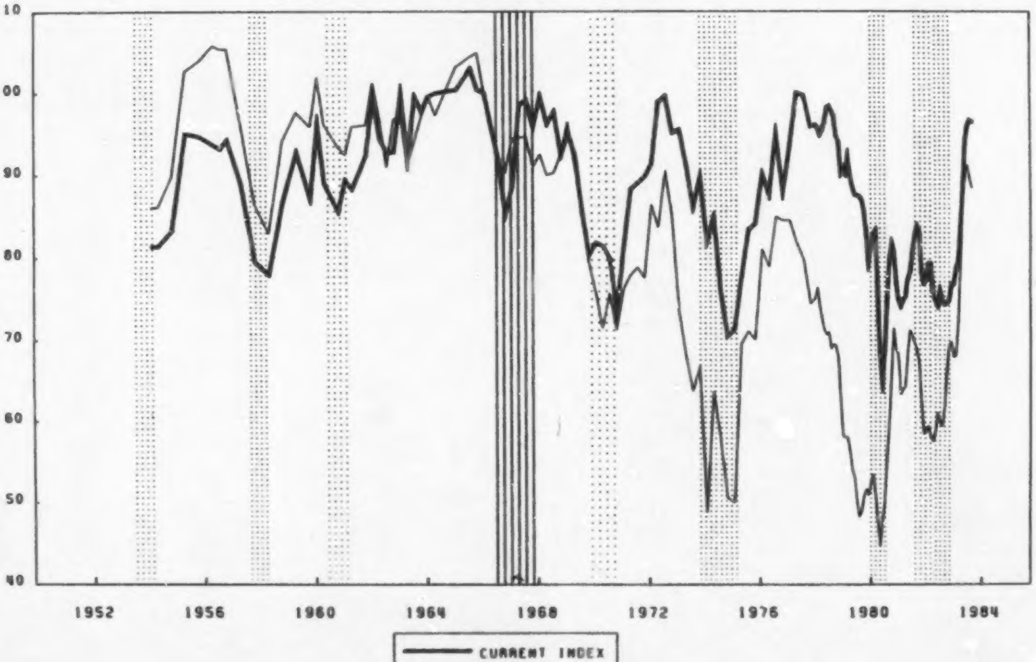


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

INDEX COMPONENTS +

	Personal finances		Business conditions				
DATE OF SURVEY	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
September 1980	91	117	83	69	121	82.7	67.9
October 1980	90	108	84	83	123	83.4	69.6
November 1980	83	118	94	93	112	76.4	76.9
December 1980	77	100	64	73	104	71.2	60.2
January 1981	80	109	78	81	116	76.7	67.9
February 1981	80	106	64	73	109	74.4	62.1
March 1981	86	104	68	72	101	73.5	62.1
April 1981	79	111	83	78	121	78.1	68.8
May 1981	95	118	92	81	111	80.4	73.6
June 1981	89	113	91	78	104	76.1	71.2
July 1981	99	114	81	70	118	84.9	67.1
August 1981	100	117	92	72	123	87.1	70.8
September 1981	94	113	80	80	109	79.5	69.0
October 1981	95	110	68	67	117	82.7	62.3
November 1981	85	110	54	56	99	72.1	56.3
December 1981	94	110	54	61	101	75.9	56.8
January 1982	92	115	66	70	124	83.5	62.9
February 1982	91	112	56	65	111	78.6	58.7
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9
April 1983	108	131	120	99	131	92.7	86.9
May 1983	101	137	139	100	139	93.1	93.4
June 1983	110	128	134	97	141	96.9	89.2
July 1983	111	126	136	104	143	98.1	91.1
August 1983	106	124	130	100	140	95.1	88.2
September 1983	109	125	125	95	140	96.4	85.8

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES" (or "WORSE"), plus 100.

CHART 4 - RECENT CHANGES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

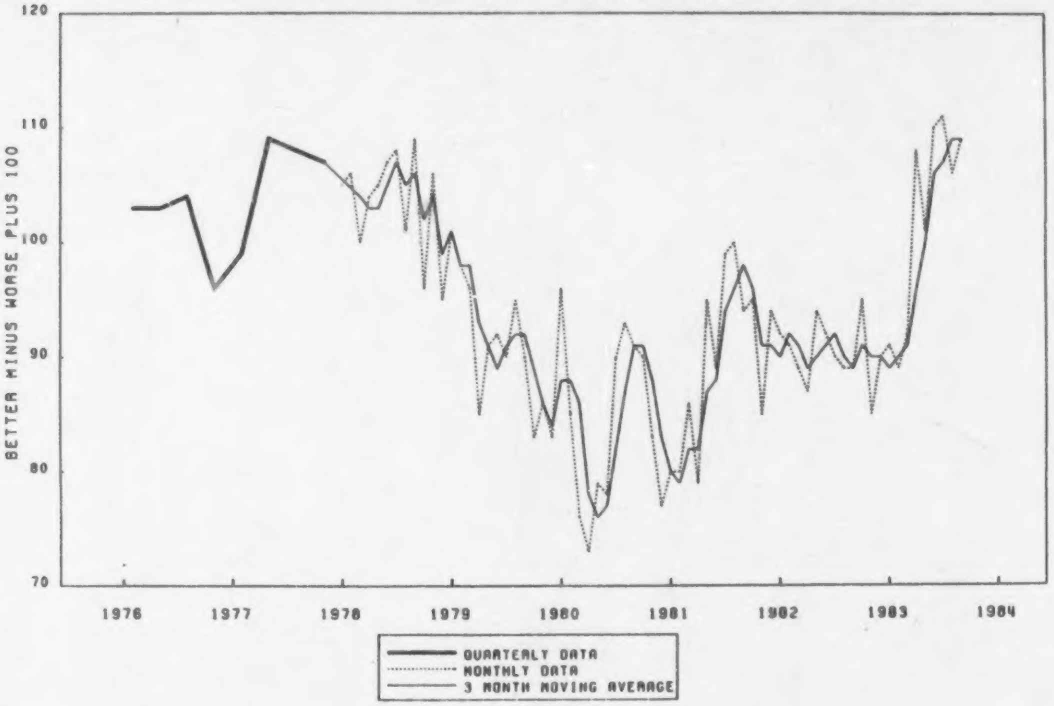


CHART 4 - HISTORICAL SERIES
CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

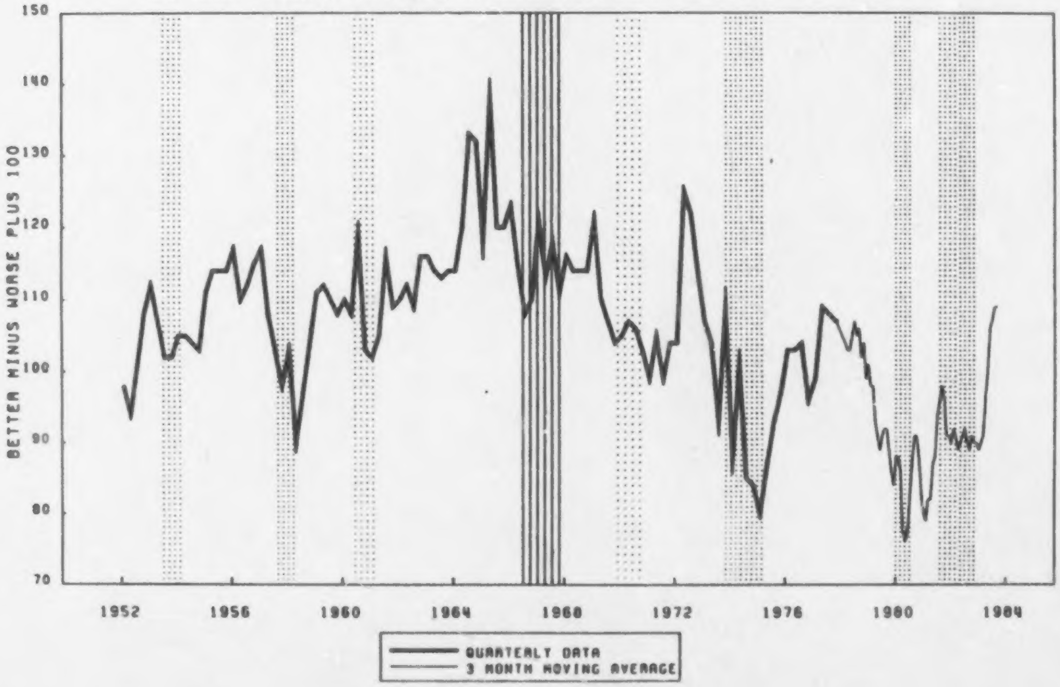


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
BETTER OFF	31%	34%	31%	28%	29%	30%	31%	39%	34%	38%	40%	36%	38%
SAME	27	27	23	34	33	29	30	30	33	33	31	34	33
WORSE OFF	42	39	46	38	38	41	39	31	33	28	29	30	29
DK,NA	*	*	*	*	*	*	*	*	*	1	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

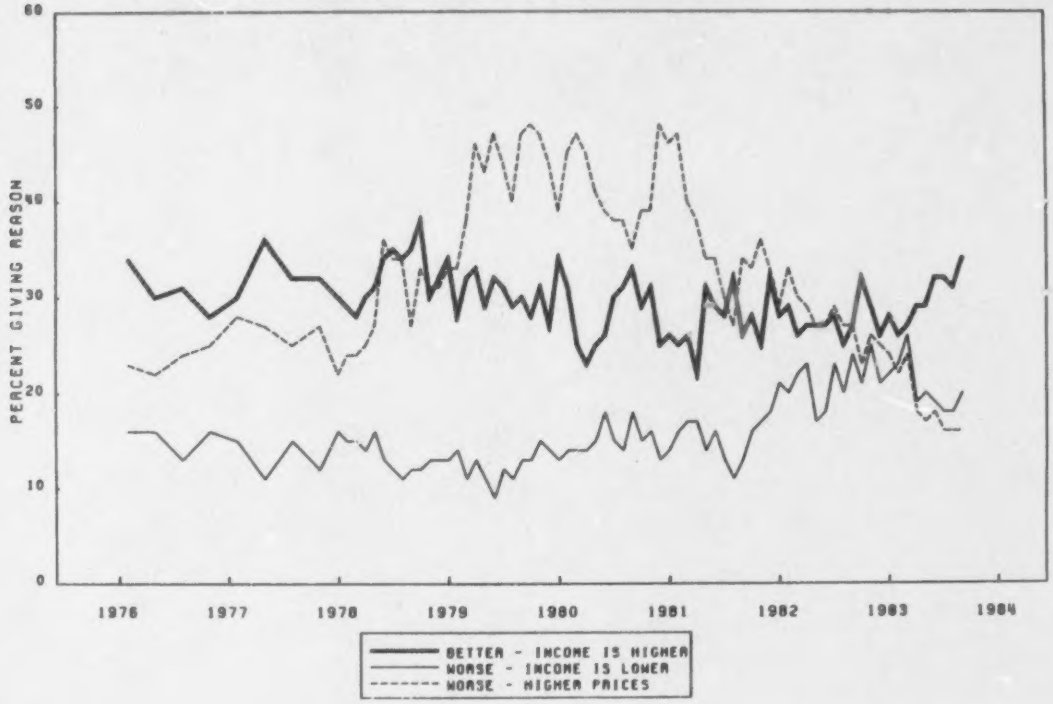


CHART 5 - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

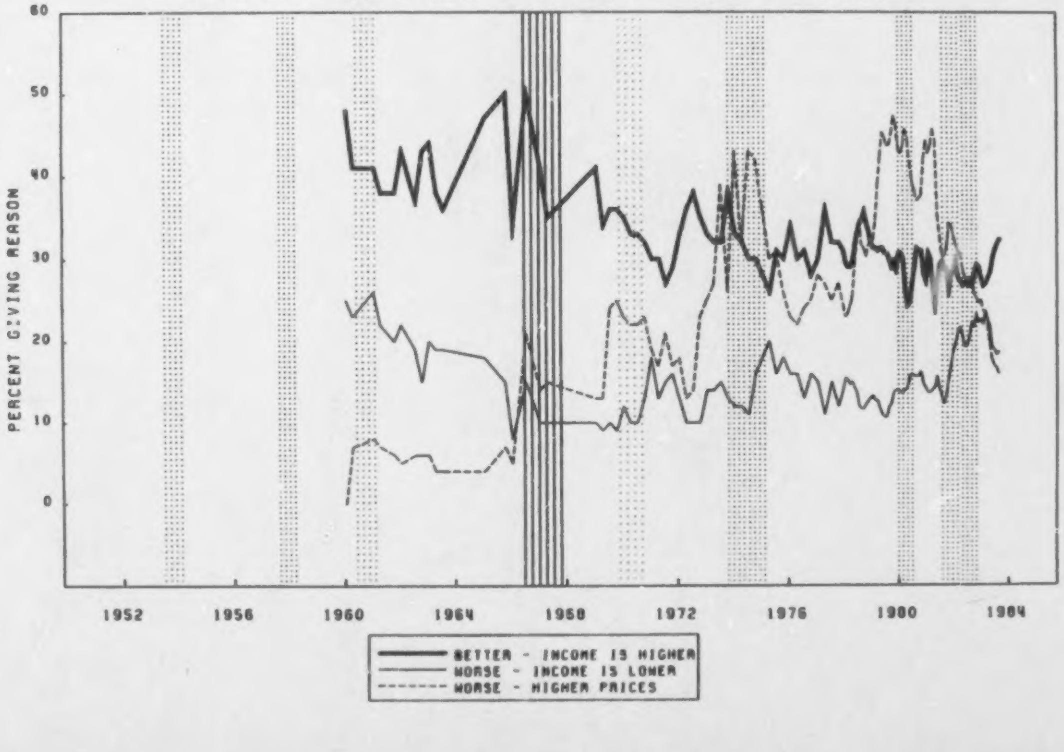


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
BETTER OFF THAN YEAR AGO:													
Income is higher	27%	32%	29%	26%	28%	26%	27%	29%	29%	32%	32%	31%	34%
WORSE OFF THAN YEAR AGO:													
Income is lower	24	21	25	21	22	23	26	19	20	19	18	18	20
Higher prices	27	23	26	25	24	22	24	18	17	18	16	16	16

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES
EXPECTED CHANGE IN FINANCIAL SITUATION

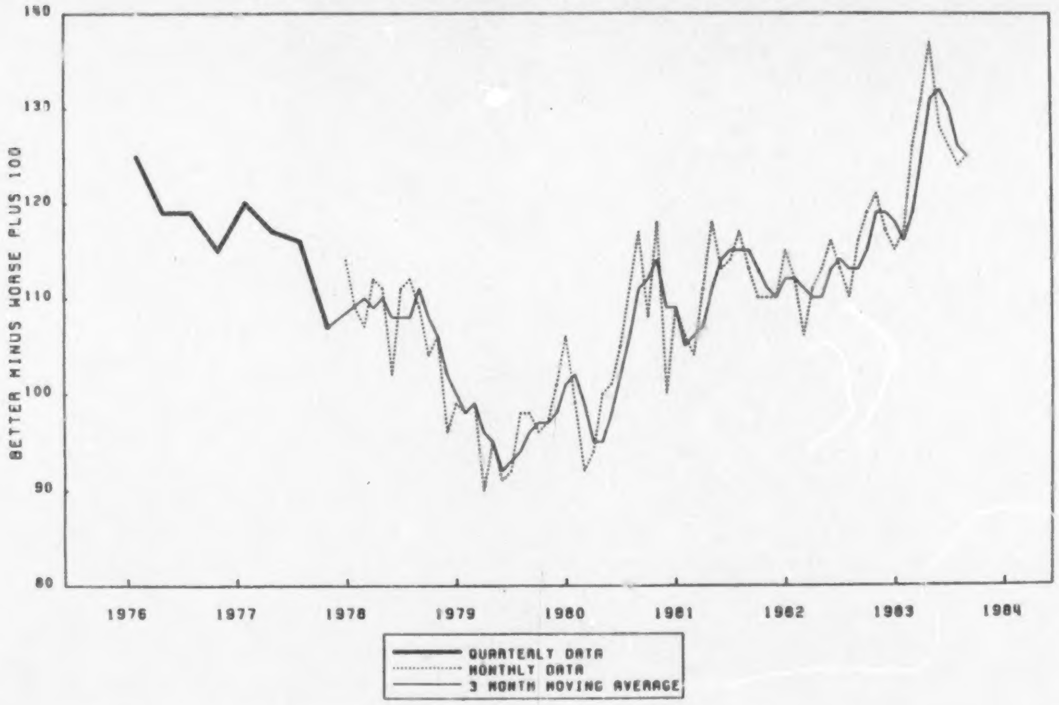


CHART 6 - HISTORICAL SERIES
EXPECTED CHANGE IN FINANCIAL SITUATION

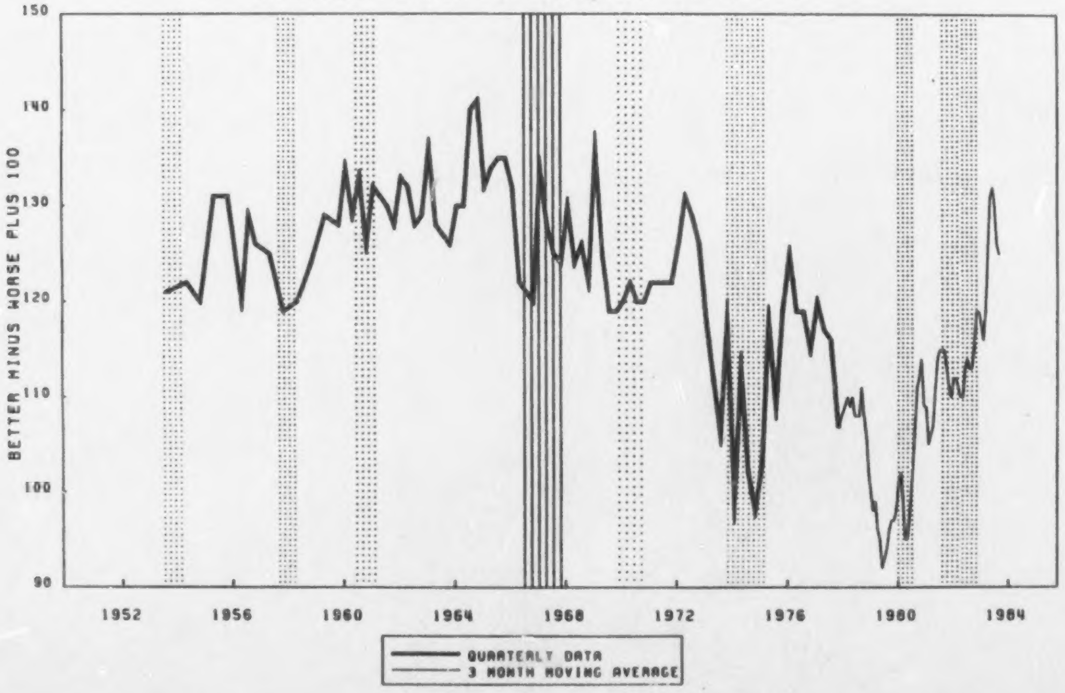


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
BETTER OFF	33%	35%	37%	34%	34%	33%	39%	40%	43%	37%	35%	37%	37%
SAME	48	45	43	46	44	47	46	47	47	52	52	46	48
WORSE OFF	17	16	16	17	19	16	13	9	6	9	9	13	12
DK,NA	2	4	4	3	3	4	2	4	4	2	4	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES
TREND IN PERSONAL FINANCIAL SITUATION

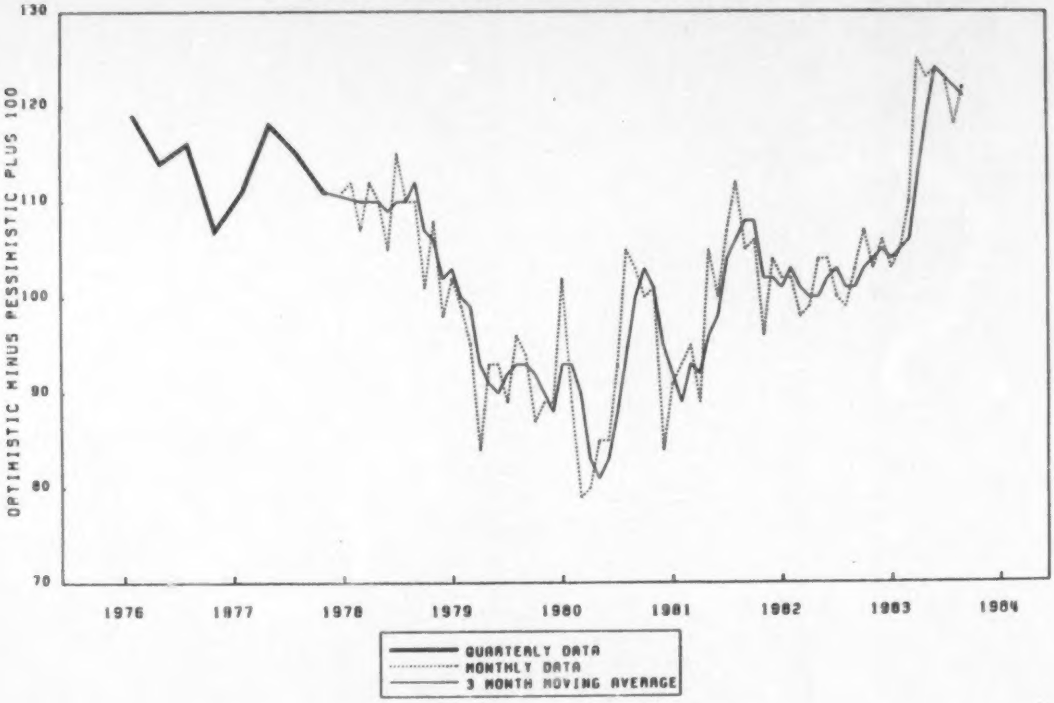


CHART 7 - HISTORICAL SERIES
TREND IN PERSONAL FINANCIAL SITUATION

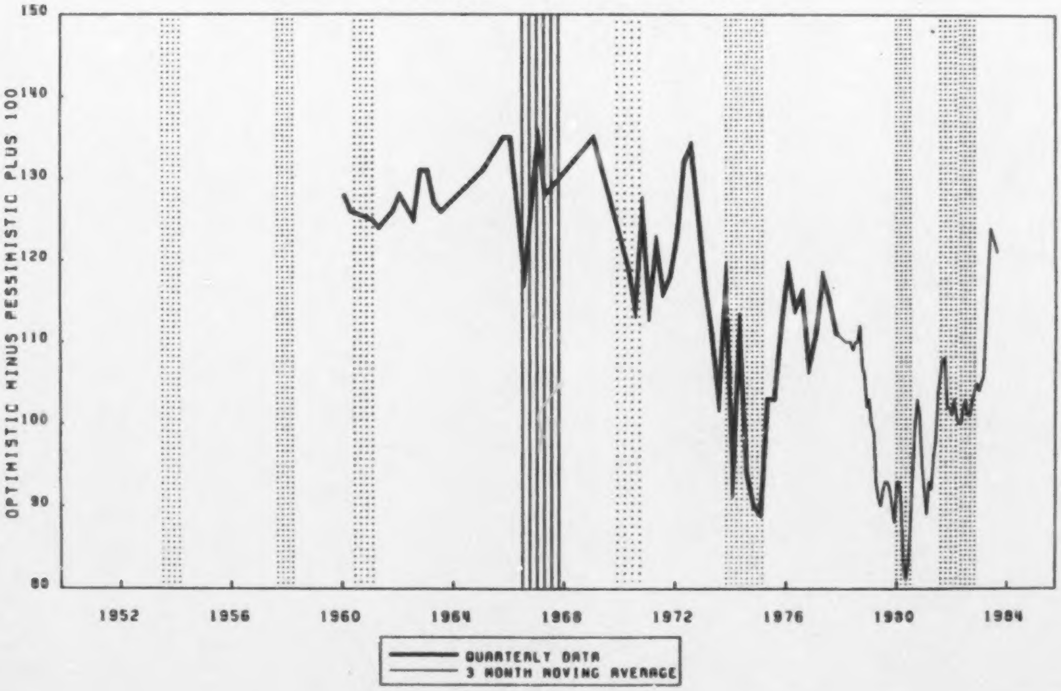


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	15%	18%	16%	14%	15%	13%	16%	19%	18%	19%	20%	19%	18%
Intermittent increase (b)	21	20	19	22	20	22	22	26	25	26	24	23	27
Remain unchanged (c)	16	14	12	18	16	16	16	18	18	20	21	19	18
Intermittent decline (d)	22	21	22	18	21	20	21	15	18	17	16	18	17
Continuous decline (e)	11	10	10	12	11	10	7	5	2	4	5	6	6
Mixed change (f)	12	12	18	13	13	14	16	13	15	11	10	10	11
DK,NA	3	5	3	3	4	5	2	4	4	3	4	5	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES
MEDIAN EXPECTED CHANGE IN FAMILY INCOME

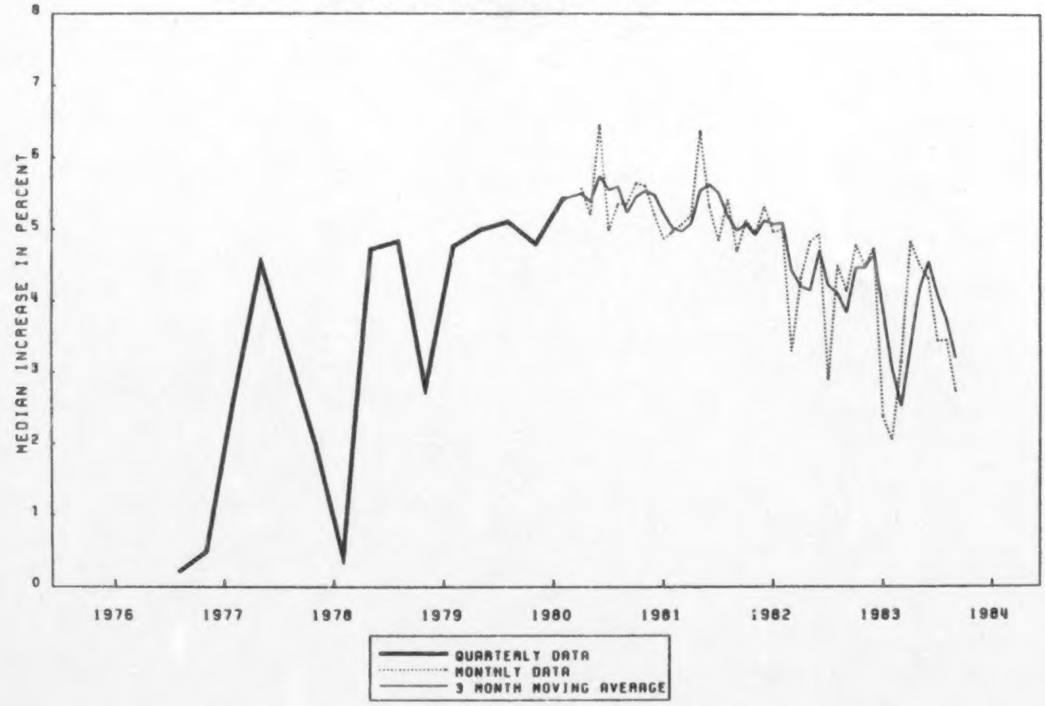


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
EXPECT INCREASE:													
1-4%	6%	7%	6%	6%	11%	7%	7%	9%	8%	8%	9%	13%	11%
5%	9	9	9	10	9	9	10	12	9	11	12	10	12
6-9%	9	11	7	9	8	8	10	12	8	11	10	10	5
10-24%	21	18	19	22	13	16	16	19	20	16	15	15	14
25% or more	7	8	9	7	7	8	7	7	9	8	7	8	9
DK how much up	4	7	6	4	6	4	5	4	5	4	4	4	6
EXPECT SAME	30	23	27	24	28	30	26	25	26	28	28	23	30
EXPECT DOWN	13	14	14	17	17	16	17	10	14	13	13	14	12
DK,NA	1	3	3	1	1	2	2	2	1	1	2	3	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES
INCOME OR PRICES UP MORE DURING THE LAST YEAR

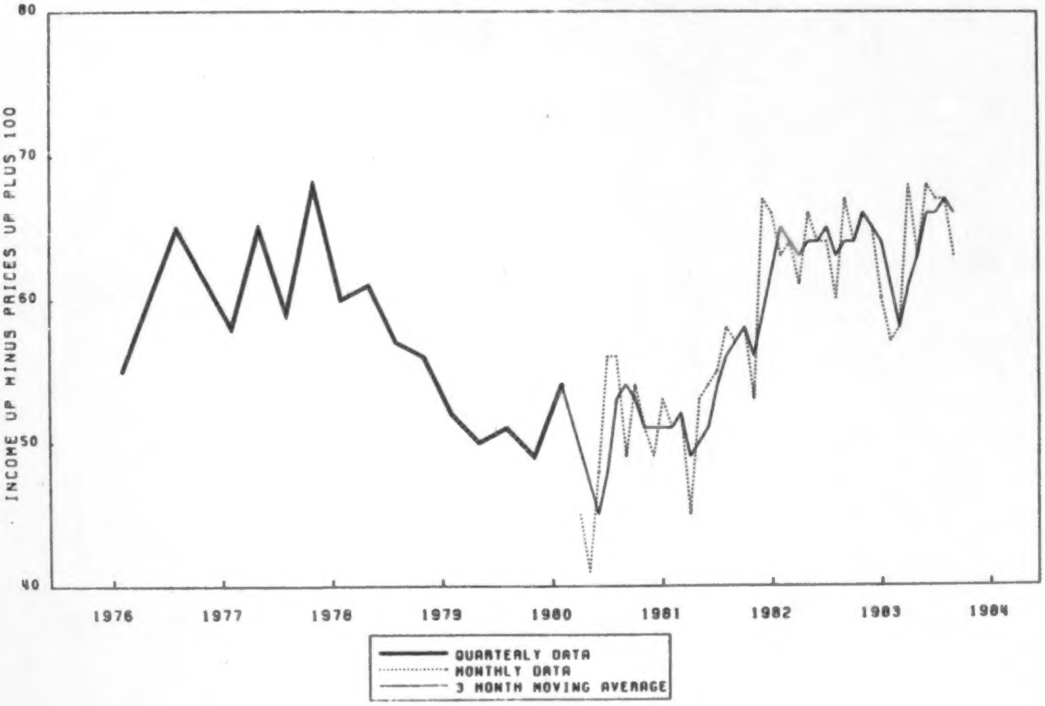


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
INCOME UP MORE	17%	18%	16%	14%	14%	14%	16%	17%	16%	17%	18%	20%	15%
INCOME UP SAME	32	27	33	35	30	27	25	32	30	32	29	26	31
PRICES UP MORE	50	54	50	49	54	57	58	49	53	49	51	53	52
DK,NA	1	1	1	2	2	2	1	2	1	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

CHART 10 - RECENT CHANGES
INCOME OR PRICES UP MORE NEXT YEAR

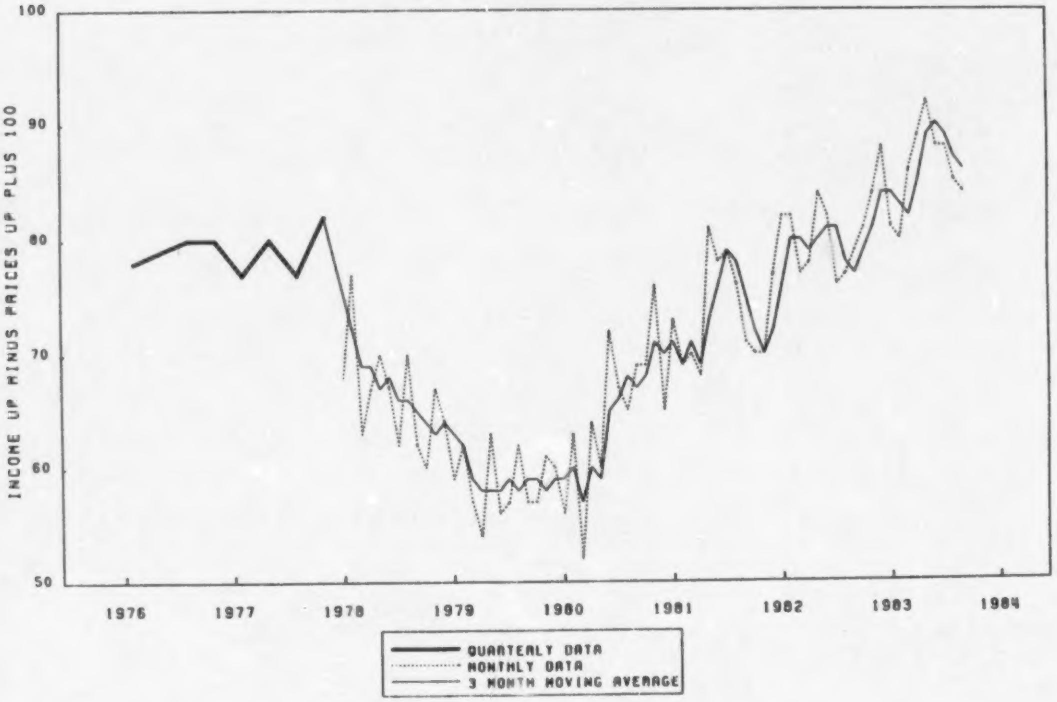


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
INCOME UP MORE	20%	18%	19%	21%	19%	16%	21%	19%	24%	20%	22%	19%	19%
INCOME UP SAME	37	42	42	44	40	44	41	46	42	46	41	43	44
PRICES UP MORE	41	37	35	33	38	36	35	30	32	32	34	34	35
DK,NA	2	3	4	2	3	4	3	5	2	2	3	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

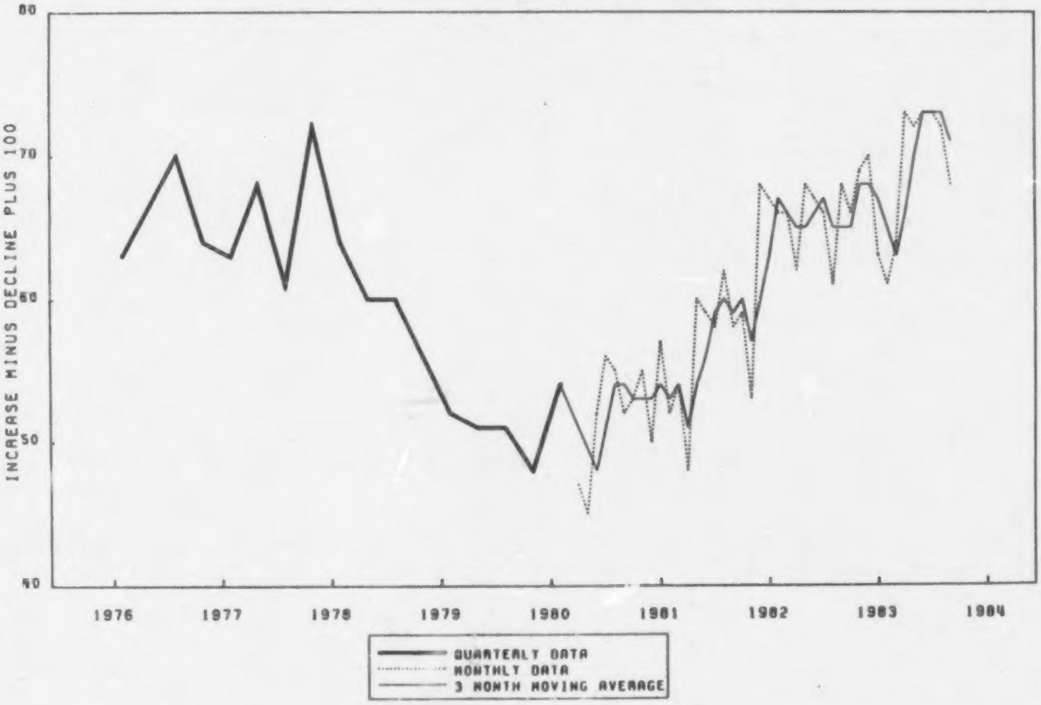


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
REAL INCOME PROGRESS:													
Continuous increase (a)	9%	9%	9%	8%	8%	8%	10%	9%	10%	9%	10%	10%	8%
Intermittent increase (b)	12	10	10	11	9	8	8	11	10	12	13	13	10
Remain unchanged (c)	18	17	19	21	18	17	15	21	19	21	17	16	21
Intermittent decline (d)	21	23	25	25	24	27	27	23	23	23	23	24	23
Continuous decline (e)	32	30	25	24	30	28	27	24	25	25	27	27	27
Mixed change (f)	5	8	7	7	7	7	9	7	11	7	7	6	8
DK,NA	3	3	5	4	4	5	4	5	2	3	3	4	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART 12 - RECENT CHANGES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

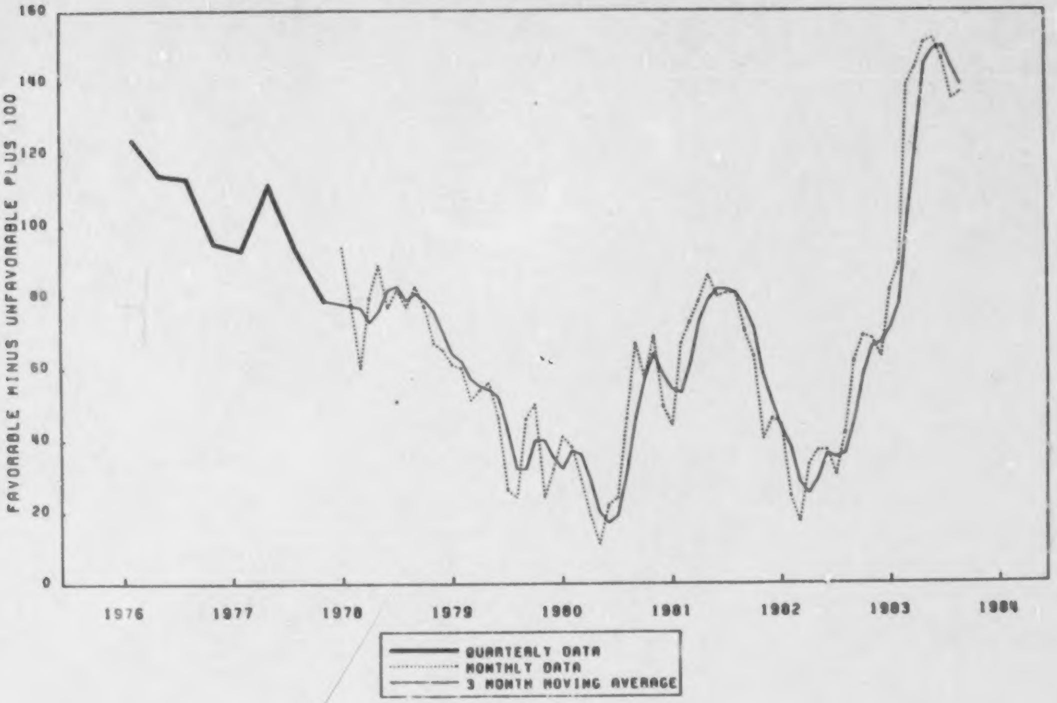


CHART 12 - HISTORICAL SERIES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

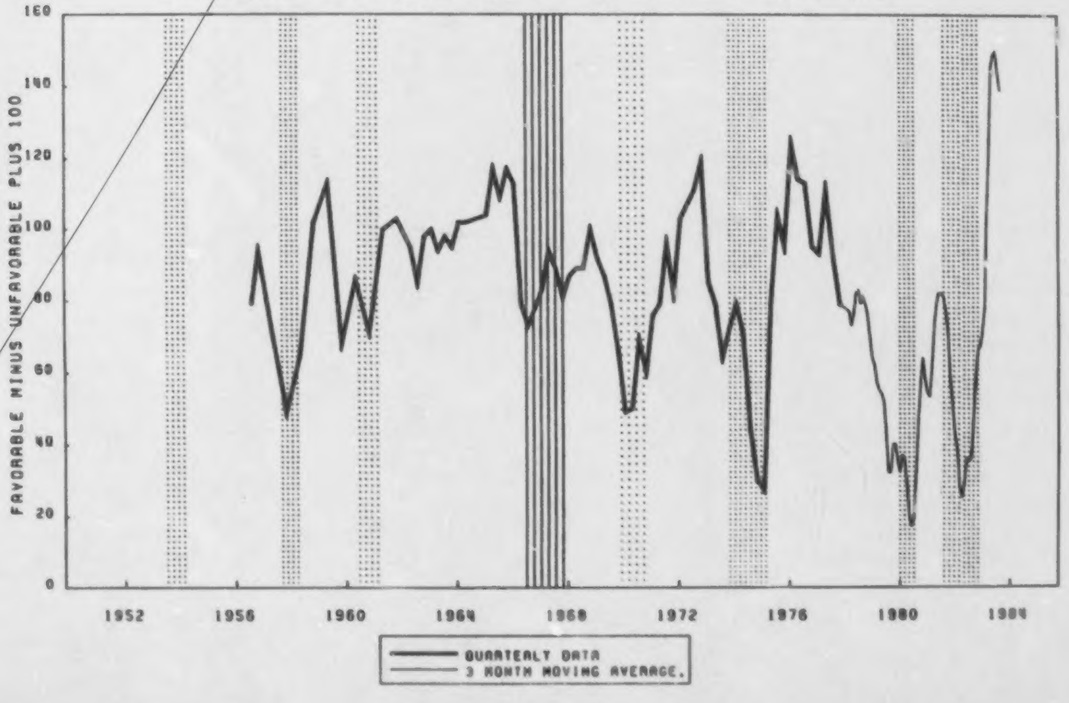


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
FAVORABLE NEWS	40%	39%	40%	39%	47%	49%	79%	76%	80%	83%	74%	69%	64%
UNFAVORABLE NEWS	78	70	72	76	65	60	40	32	29	31	28	34	27
NO MENTIONS	26	29	29	27	28	32	28	32	31	27	34	34	43

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

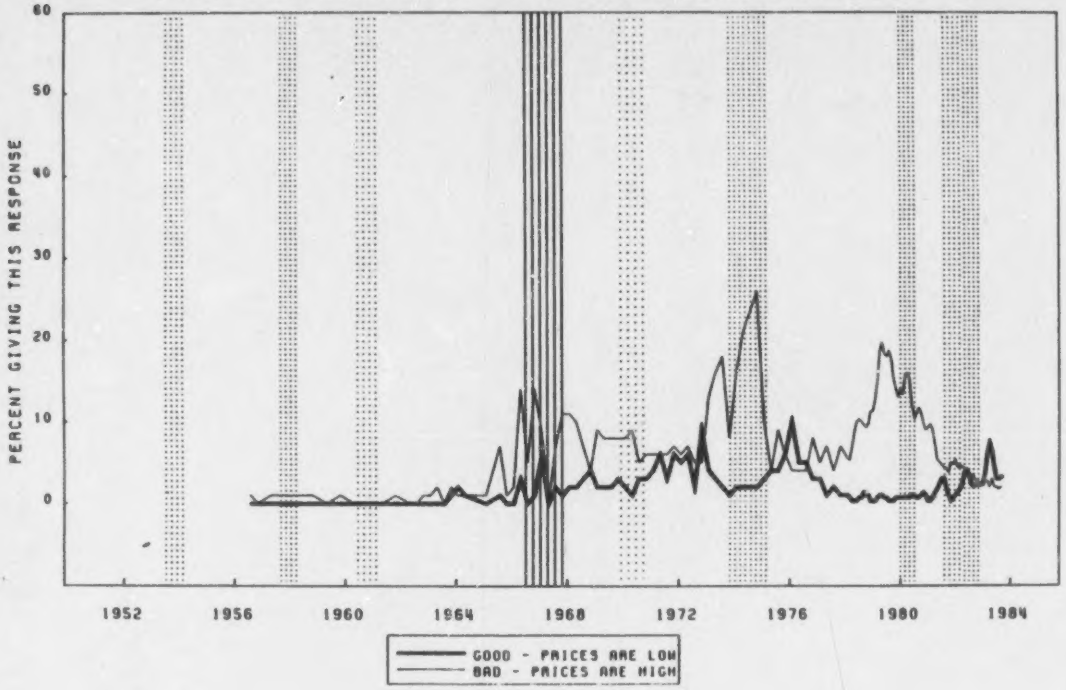


CHART 13B - HISTORICAL SERIES
TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

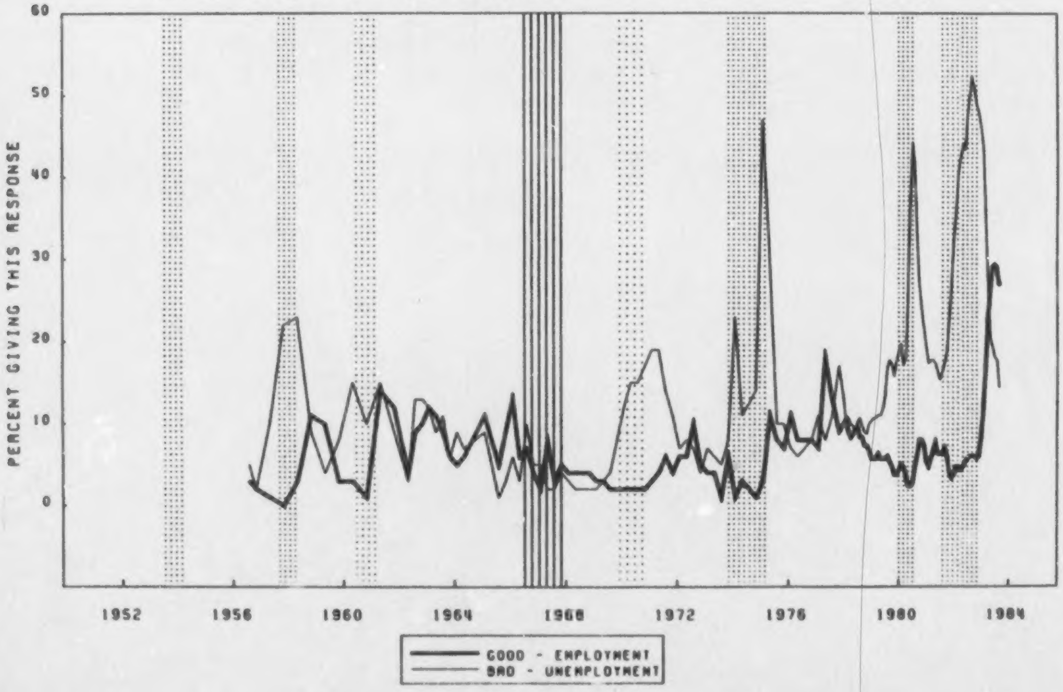


TABLE 13

SELECTED ITEMS OF NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
FAVORABLE NEWS:													
Government; elections	3%	1%	2%	2%	3%	2%	2%	2%	1%	1%	2%	2%	1%
Employment	6	5	6	7	12	17	22	29	28	31	29	27	25
Consumer demand high	1	2	2	3	4	6	8	8	11	12	11	13	11
Prices are low	2	3	2	2	3	6	9	7	3	3	3	3	4
Credit is easy	17	17	18	15	15	9	17	15	16	17	11	8	8
UNFAVORABLE NEWS:													
Government; elections	4	3	2	3	3	4	2	3	3	2	2	3	1
Unemployment	52	48	47	49	43	39	24	20	17	21	16	16	11
Consumer demand low	5	5	7	8	5	3	3	3	2	2	2	2	1
Prices are high	4	1	3	2	3	3	2	1	3	2	1	2	3
Credit is tight	3	3	1	1	2	1	*	1	1	1	3	6	4
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

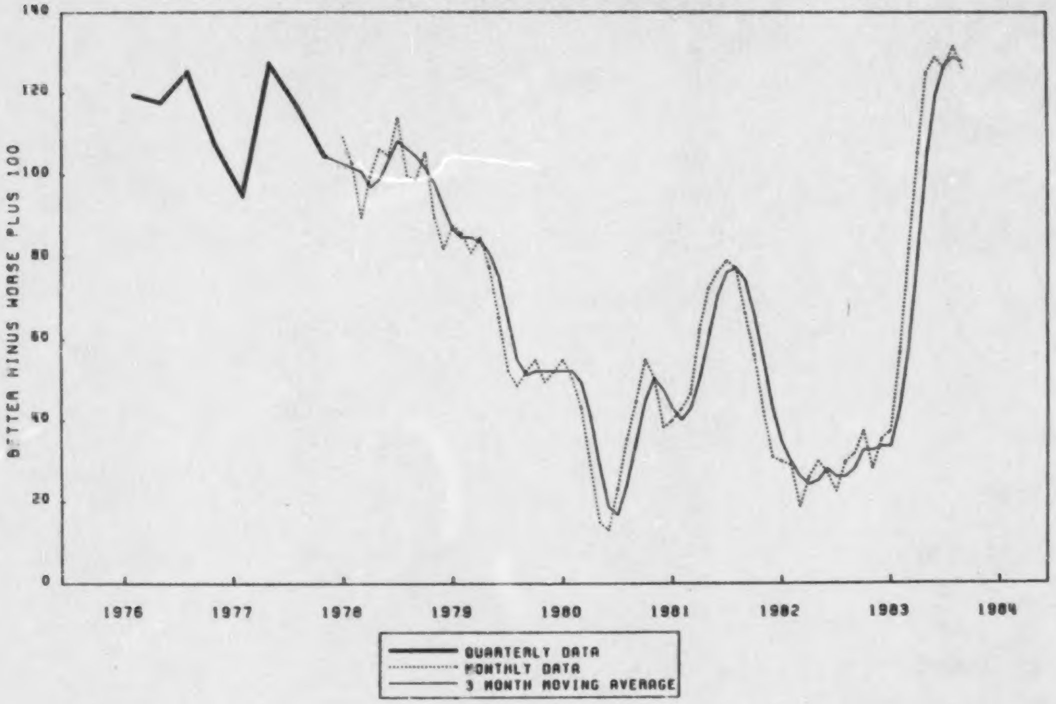


CHART 14 - HISTORICAL SERIES
CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

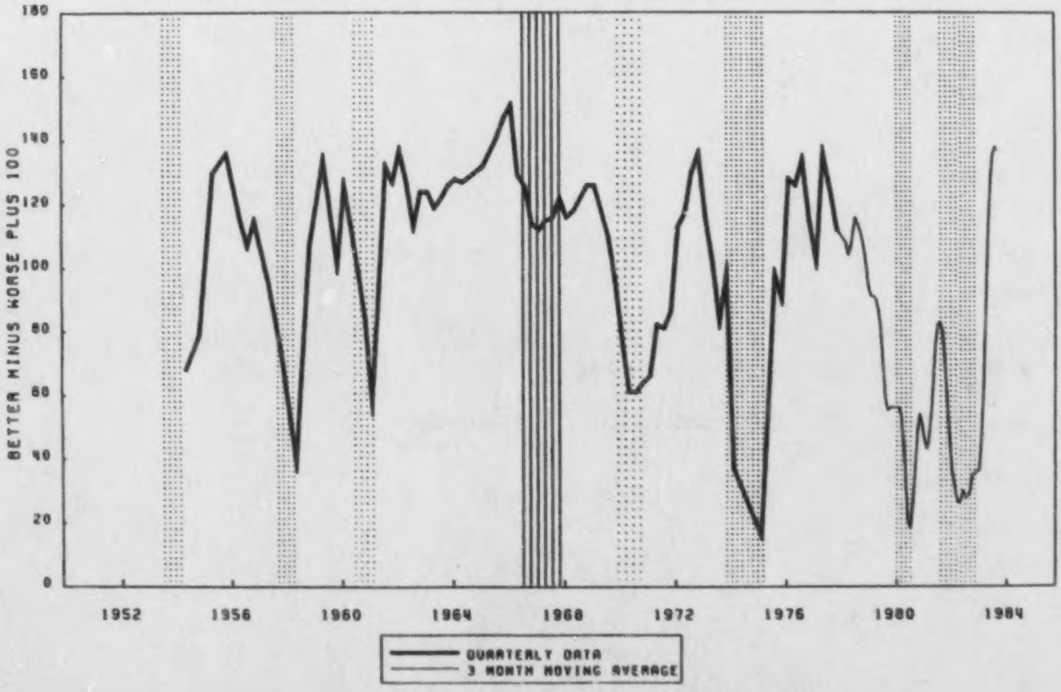


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
BETTER NOW	13%	15%	12%	14%	16%	26%	39%	51%	62%	64%	63%	66%	62%
SAME	8	9	5	9	8	8	10	10	10	9	8	8	10
WORSE NOW	79	75	82	76	76	65	51	38	28	26	28	25	27
DK,NA	*	1	1	1	*	1	*	1	*	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

* : Less than half of one percent.

CHART 15 - RECENT CHANGES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

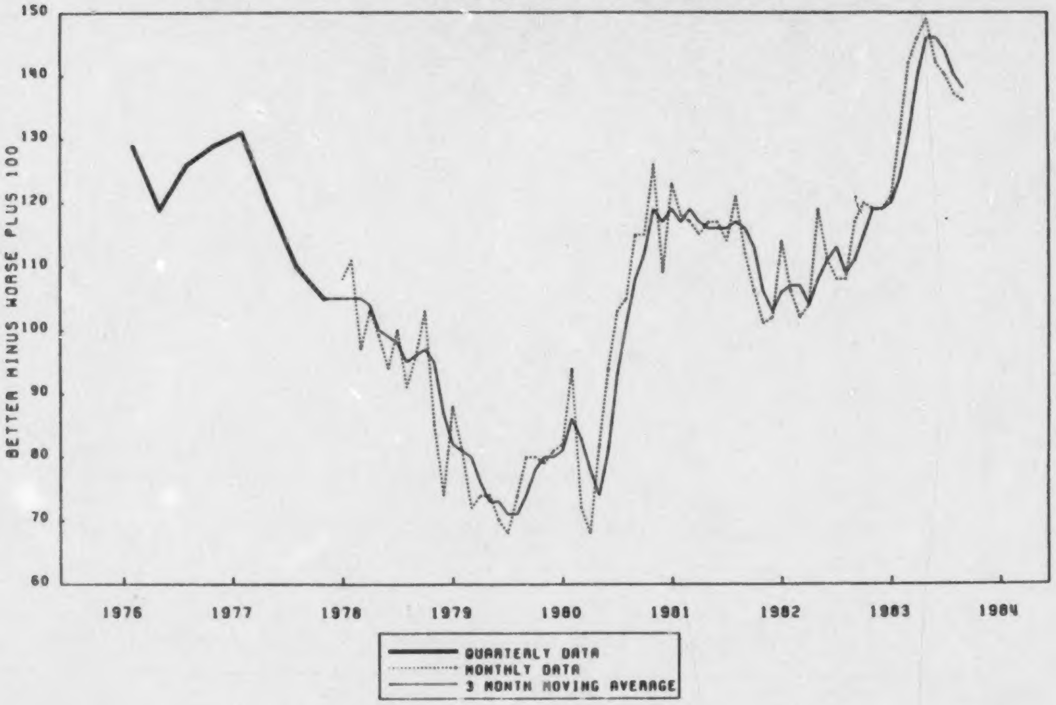


CHART 15 - HISTORICAL SERIES
EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

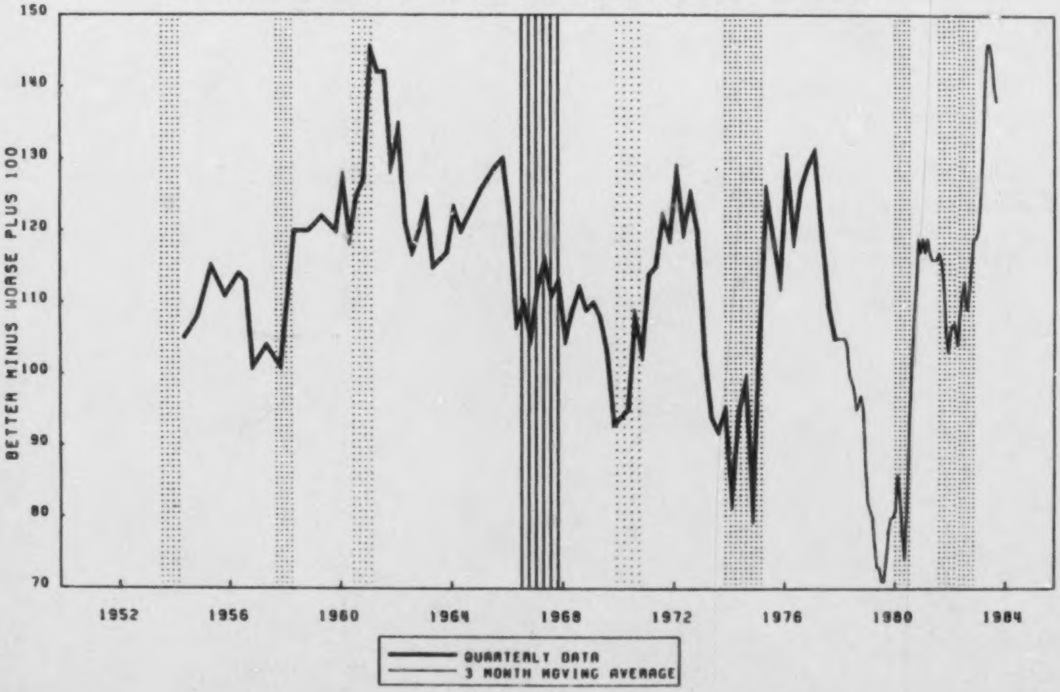


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
BETTER	36%	40%	38%	39%	38%	45%	51%	53%	55%	49%	48%	47%	46%
SAME	43	36	41	41	43	40	39	38	38	42	42	42	42
WORSE	19	20	19	20	17	14	9	7	6	7	8	10	10
DK,NA	2	4	2	*	2	1	1	2	1	2	2	1	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

* : Less than half of one percent.

CHART 16A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

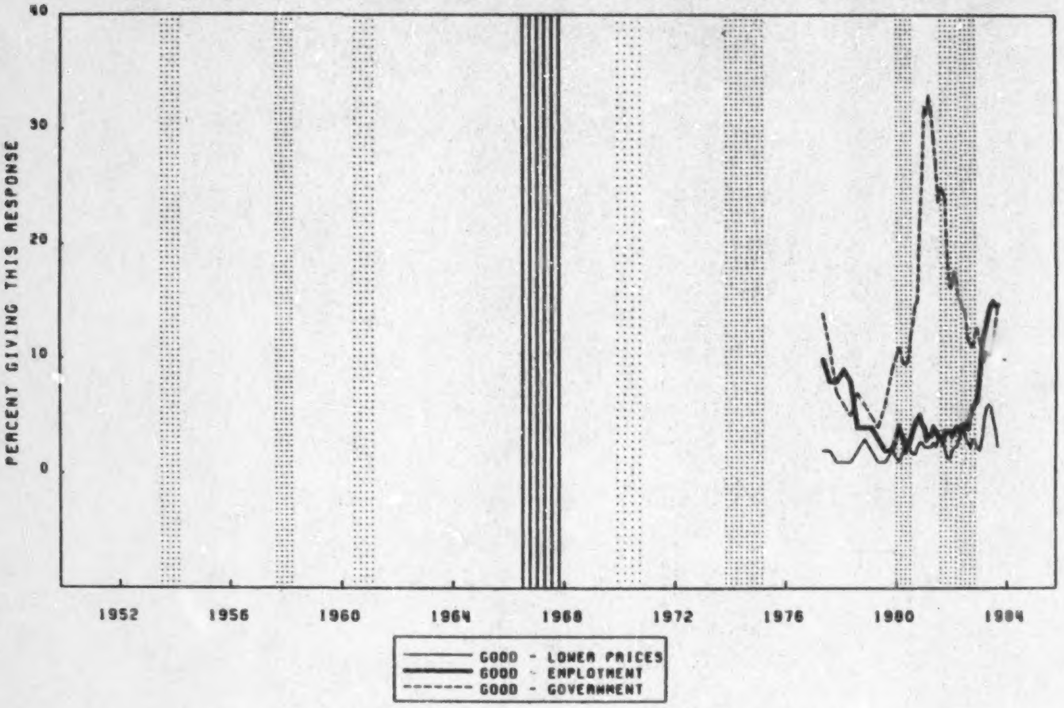


CHART 16B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

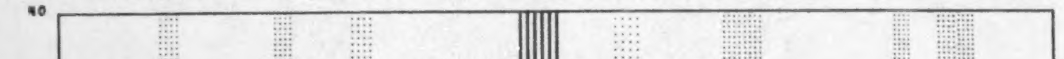


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
FAVORABLE REASONS:													
Government; elections	11%	11%	14%	13%	8%	11%	10%	11%	10%	10%	13%	16%	15%
Employment	7	6	5	8	11	13	12	14	16	14	15	15	14
Higher consumer demand	3	4	4	6	5	7	6	9	10	9	7	6	7
Lower prices	3	4	1	2	3	4	7	6	5	6	3	2	2
Easier credit	13	15	12	12	12	12	13	14	12	12	7	6	5
UNFAVORABLE REASONS:													
Government; elections	12	8	8	11	11	7	5	5	4	6	4	6	6
Unemployment	13	14	18	20	15	13	10	10	9	11	8	9	9
Lower consumer demand	5	3	5	5	4	4	2	4	2	2	4	3	1
Higher prices	4	3	2	2	2	3	2	2	3	2	3	4	2
Tighter credit	7	3	3	2	2	2	1	2	2	3	4	3	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

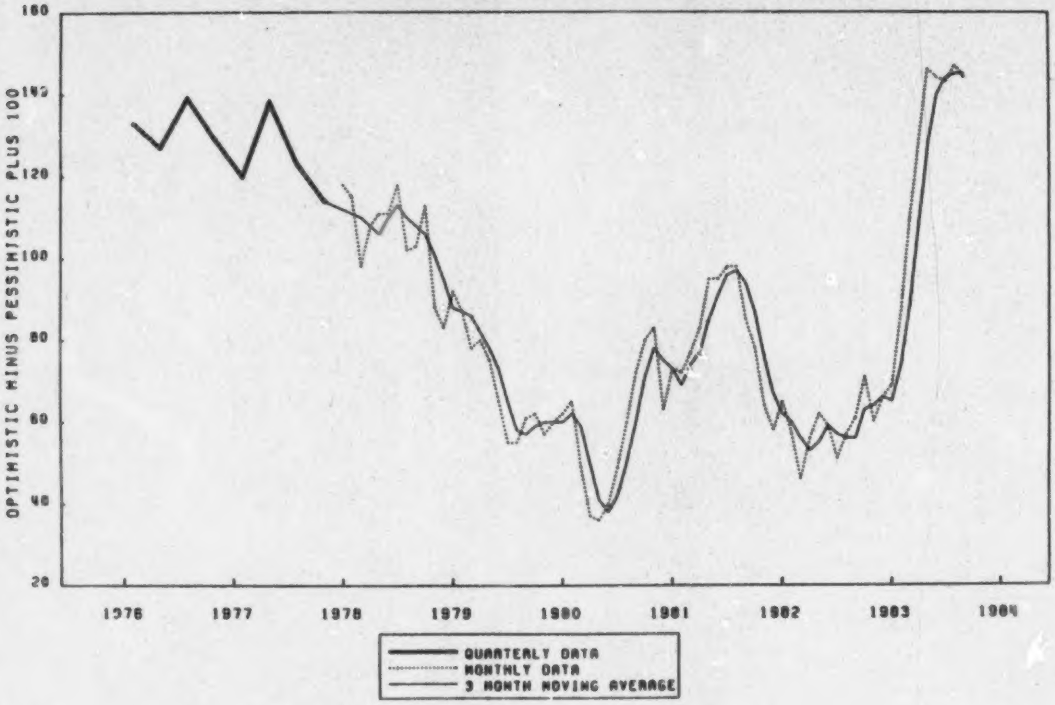


CHART 17 - HISTORICAL SERIES
TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

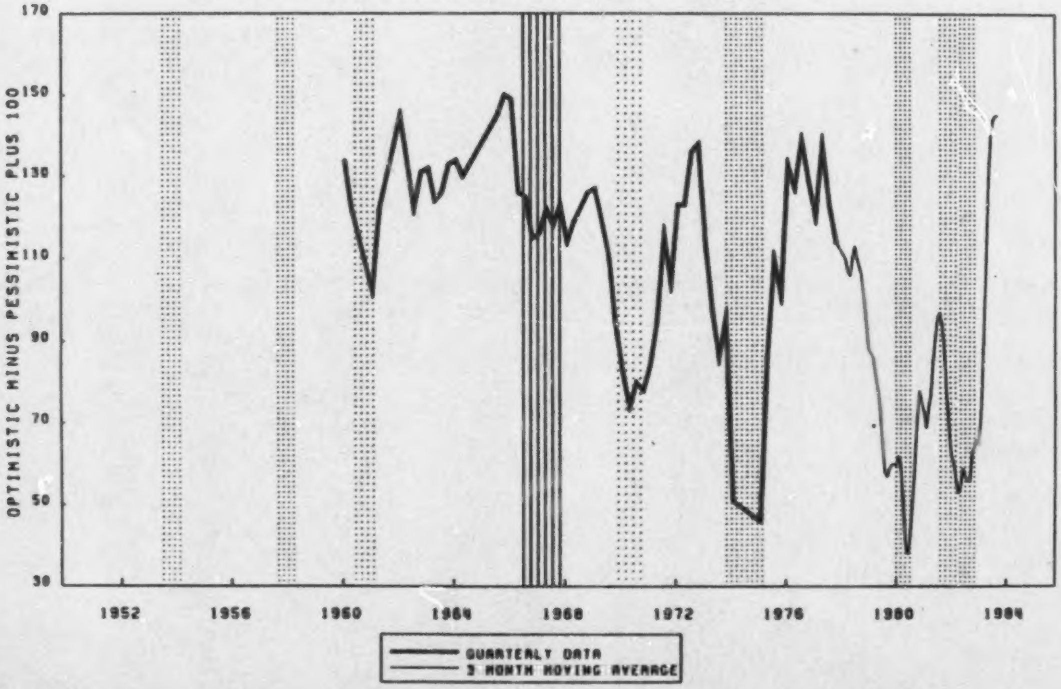


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
TREND:													
Continuous increase (a)	8%	10%	8%	8%	11%	18%	28%	36%	42%	39%	39%	38%	34%
Intermittent increase (b)	6	9	7	9	9	11	15	18	23	26	24	27	28
Remain unchanged (c)	4	3	1	4	3	4	4	5	5	5	5	6	7
Intermittent decline (d)	36	29	37	33	35	29	25	19	14	16	15	12	12
Continuous decline (e)	17	19	18	18	16	13	8	6	5	5	5	6	6
Mixed change (f)	27	26	27	27	24	23	18	14	10	7	9	9	10
DK,NA	2	4	2	1	2	2	2	2	1	2	3	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

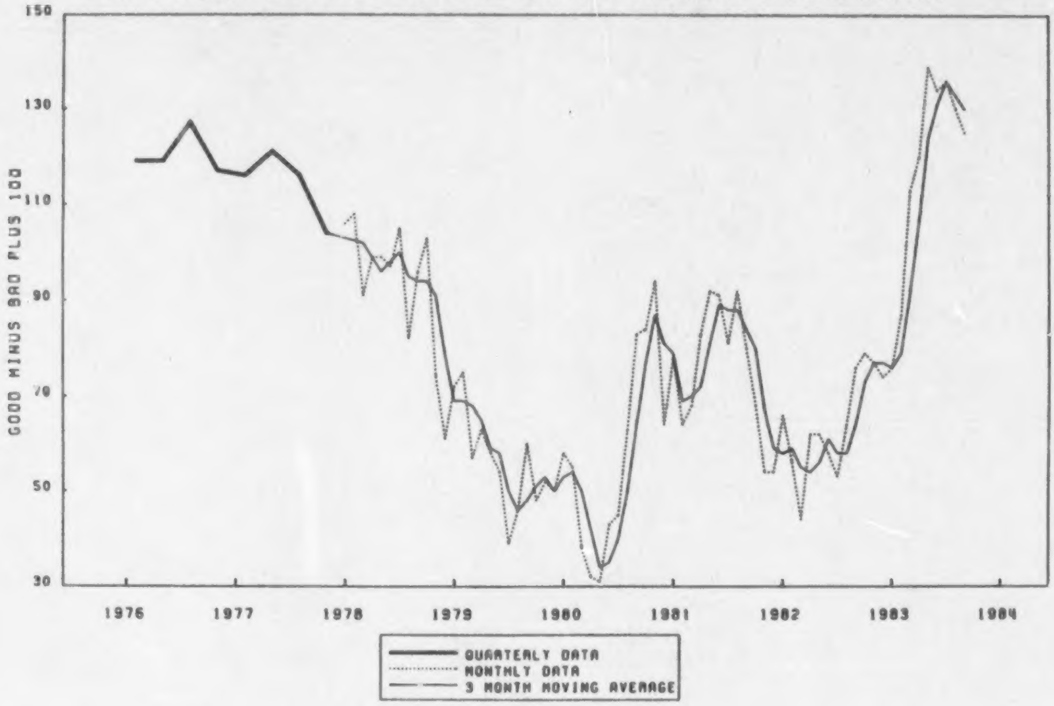


CHART 18 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

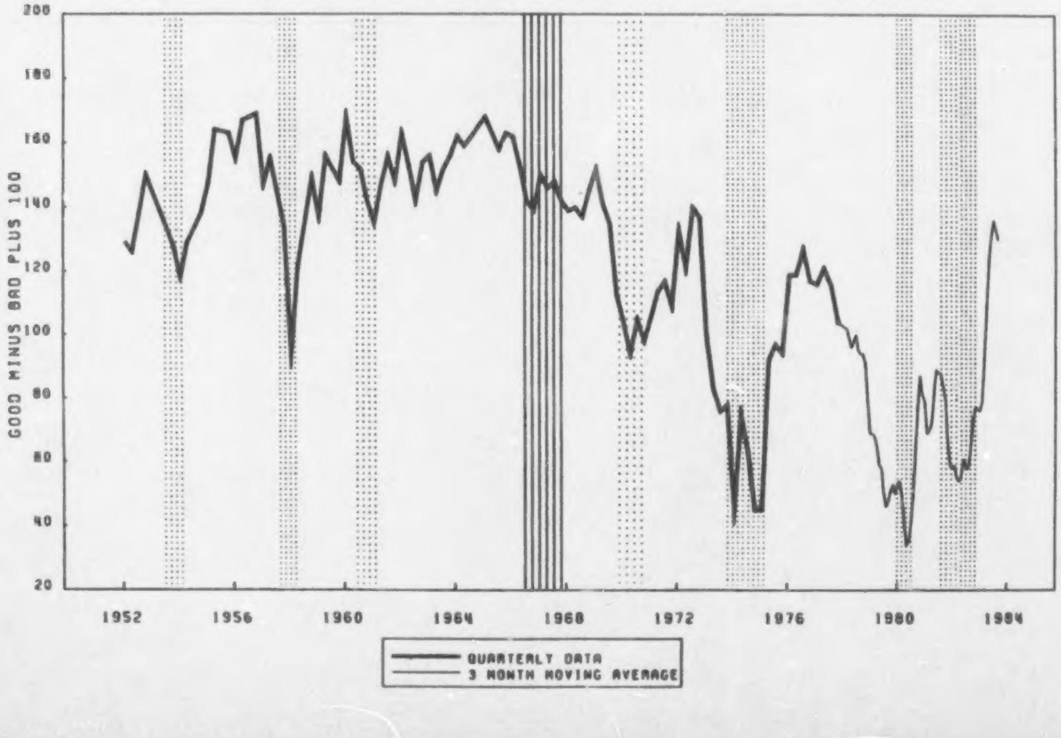


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIMES	33%	35%	33%	32%	34%	39%	52%	56%	65%	63%	63%	60%	58%
UNCERTAIN; GOOD & BAD	4	3	4	2	1	1	2	1	2	3	3	3	2
BAD TIMES	57	56	56	58	58	52	39	36	26	29	27	30	33
DON'T KNOW	4	4	3	5	3	3	4	3	4	3	6	5	5
NOT ASCERTAINED	2	2	4	3	4	5	3	4	3	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

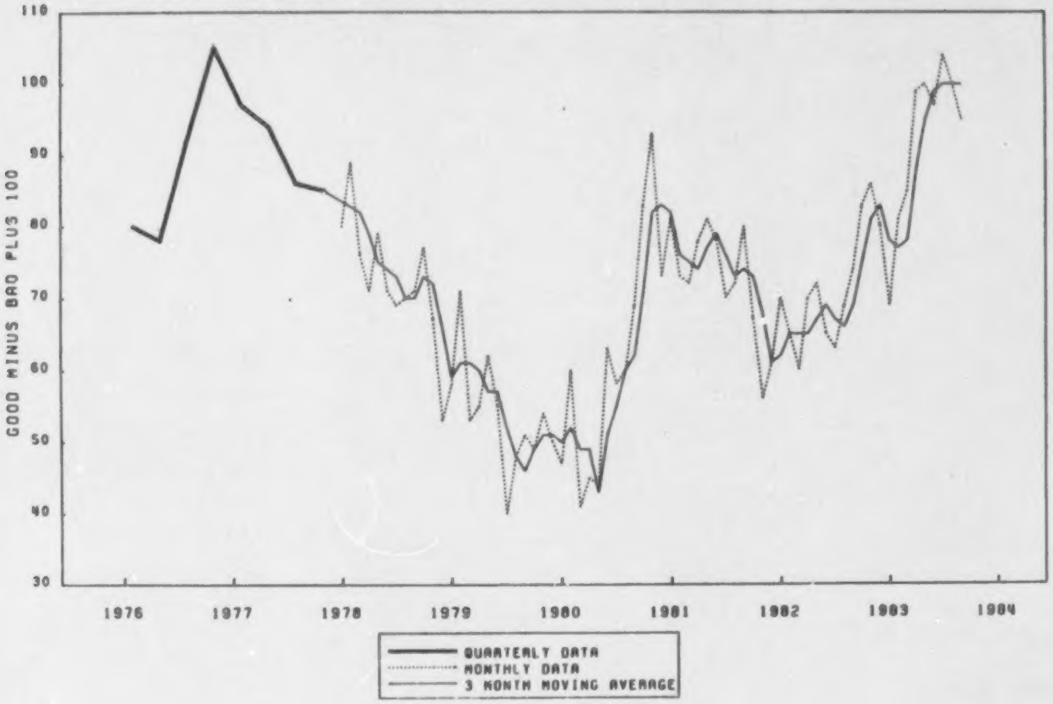


CHART 19 - HISTORICAL SERIES
BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

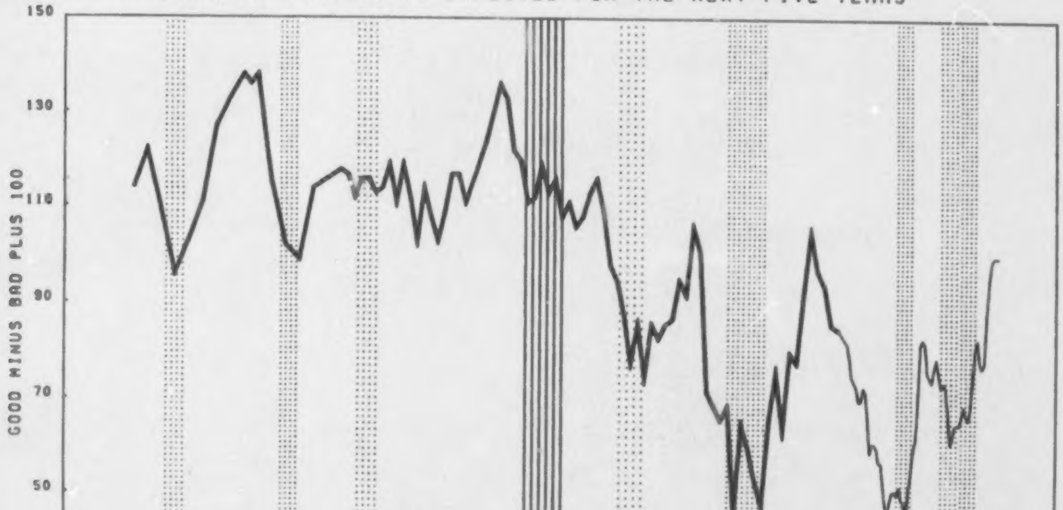


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIMES	28%	32%	33%	29%	26%	31%	33%	38%	39%	39%	39%	37%	37%
UNCERTAIN; GOOD & BAD	14	14	14	14	12	13	15	18	18	15	20	22	19
BAD TIMES	54	49	47	49	57	50	48	39	39	42	35	37	42
NOT ASCERTAINED	4	5	6	8	5	6	4	5	4	4	6	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

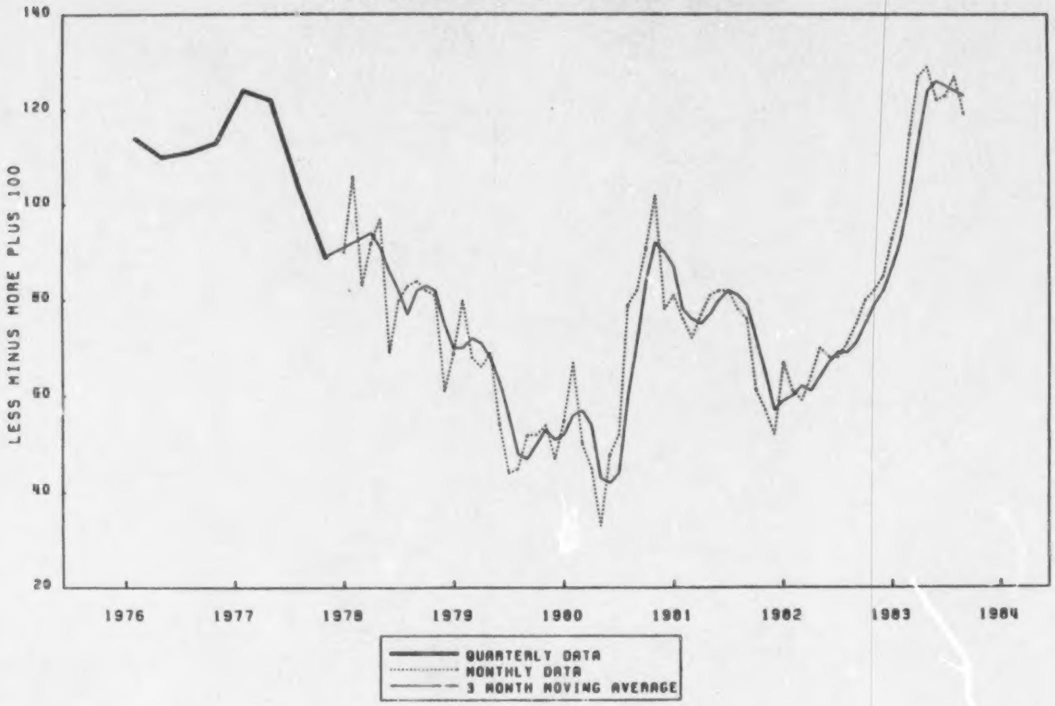


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

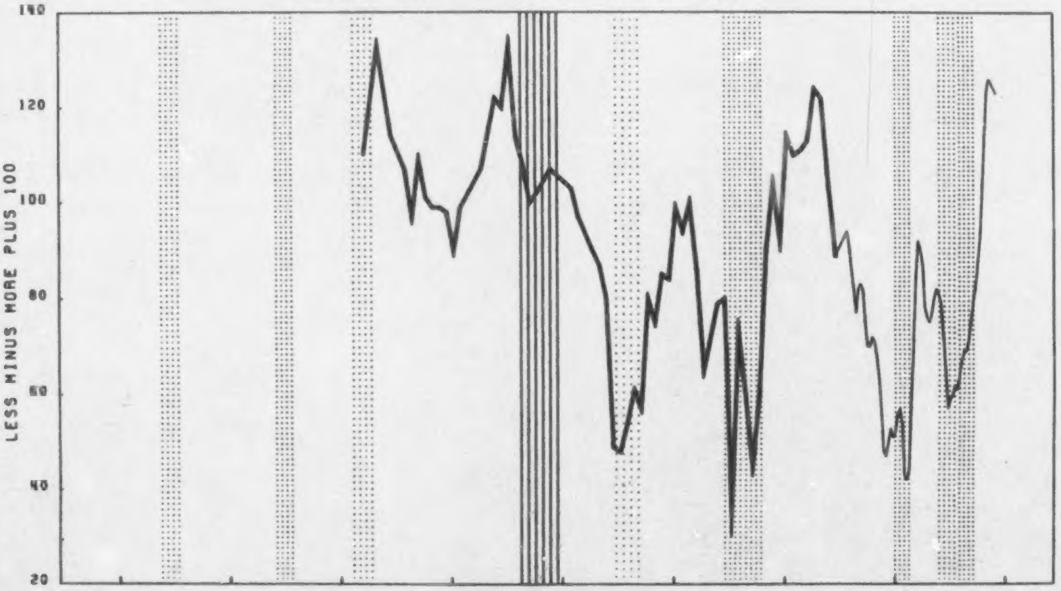


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
LESS	18%	21%	19%	22%	23%	29%	36%	42%	42%	37%	39%	42%	36%
SAME	38	36	42	40	45	41	43	41	44	47	44	40	46
MORE	43	41	37	37	30	29	21	15	13	15	16	15	17
DK,NA	1	2	2	1	2	1	*	2	1	1	1	3	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES
EXPECTED CHANGE IN INTEREST RATES

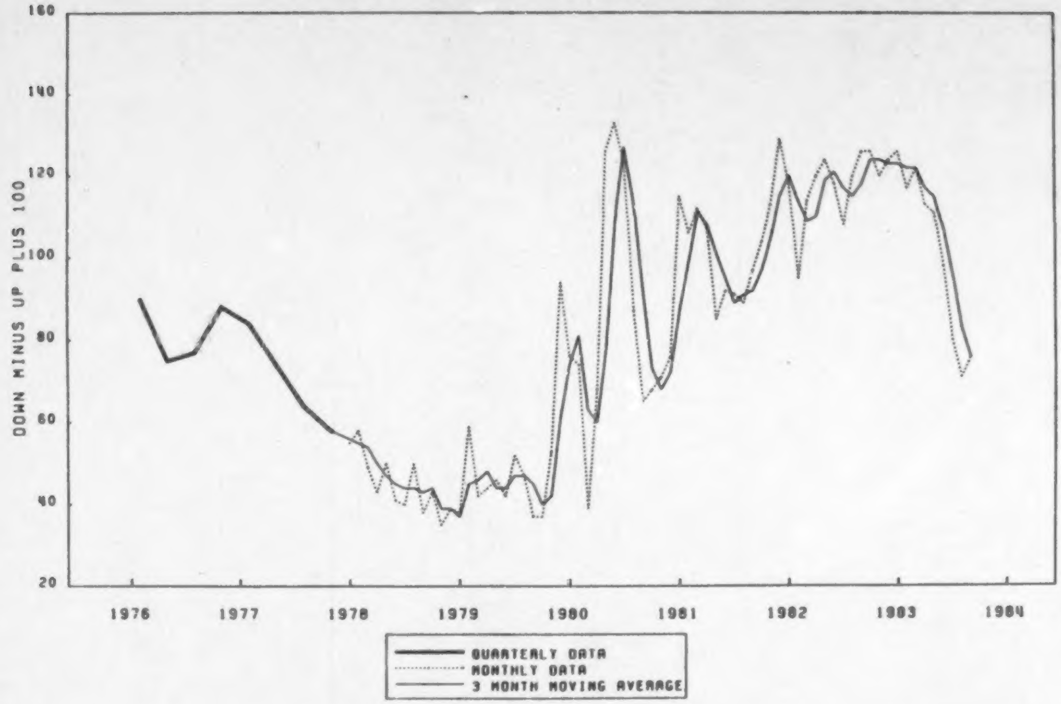


CHART 21 - HISTORICAL SERIES
EXPECTED CHANGE IN INTEREST RATES

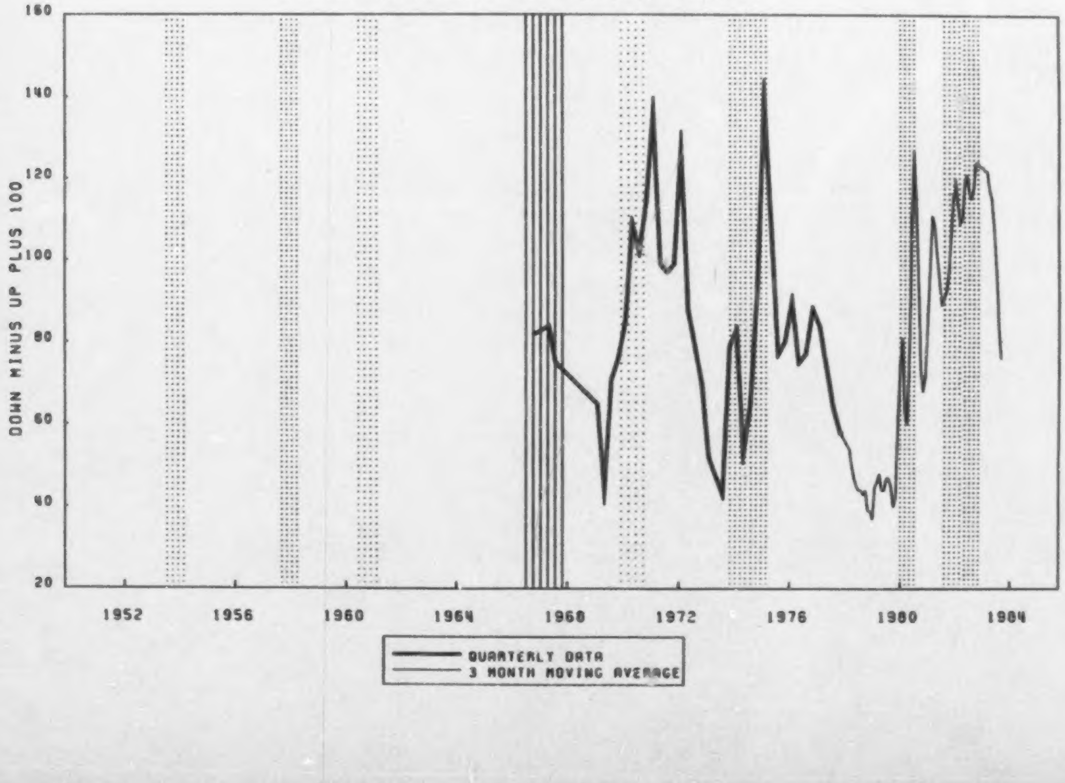


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GO UP	22%	22%	25%	20%	18%	24%	19%	21%	20%	29%	40%	47%	44%
STAY THE SAME	26	26	26	33	35	32	38	42	47	42	37	32	33
GO DOWN	48	48	45	44	44	41	41	34	31	27	20	18	20
DK,NA	4	4	4	3	3	3	2	3	2	2	3	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

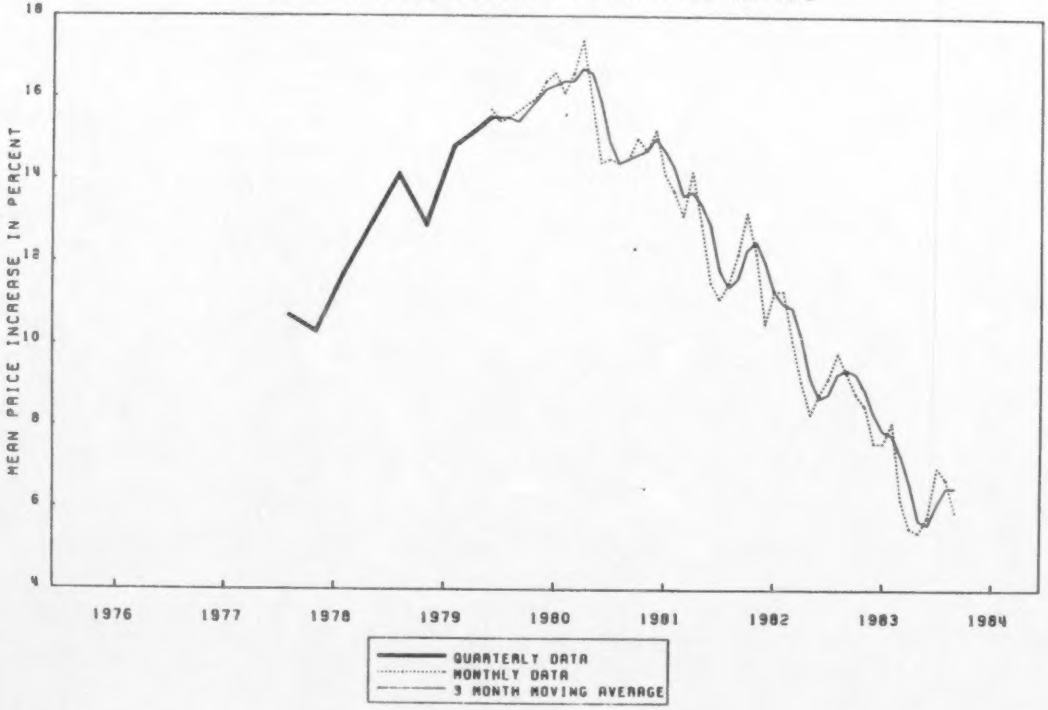


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
SAME OR DOWN	16%	20%	20%	20%	23%	24%	31%	30%	31%	29%	23%	25%	25%
GONE UP BY:													
1-2%	6	4	5	6	7	5	6	8	9	8	8	8	11
3-4%	10	7	9	9	11	10	10	10	13	13	14	14	13
5%	12	13	15	17	17	15	12	17	13	14	13	16	15
6-9%	14	12	12	12	9	10	9	9	8	11	11	8	7
10-14%	19	22	14	17	15	14	15	11	14	11	13	13	12
15% or more	16	14	18	14	12	16	11	9	8	10	11	11	9
DK how much up	7	7	6	5	5	5	5	5	4	3	6	5	7
DK,NA	*	1	1	*	1	1	1	1	*	1	1	*	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	9.3	8.8	8.5	7.6	7.6	8.1	6.2	5.5	5.4	5.8	7.0	6.7	5.9
VARIANCE	115	106	102	82	108	113	71	64	61	65	88	93	71
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

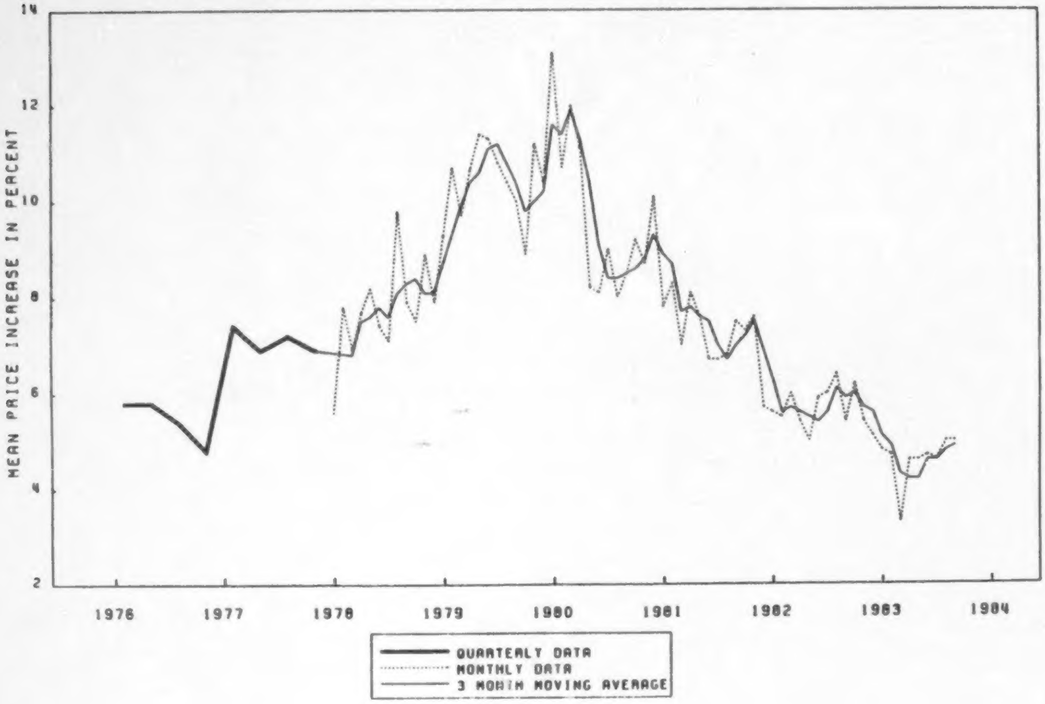


CHART 23 - HISTORICAL SERIES
MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

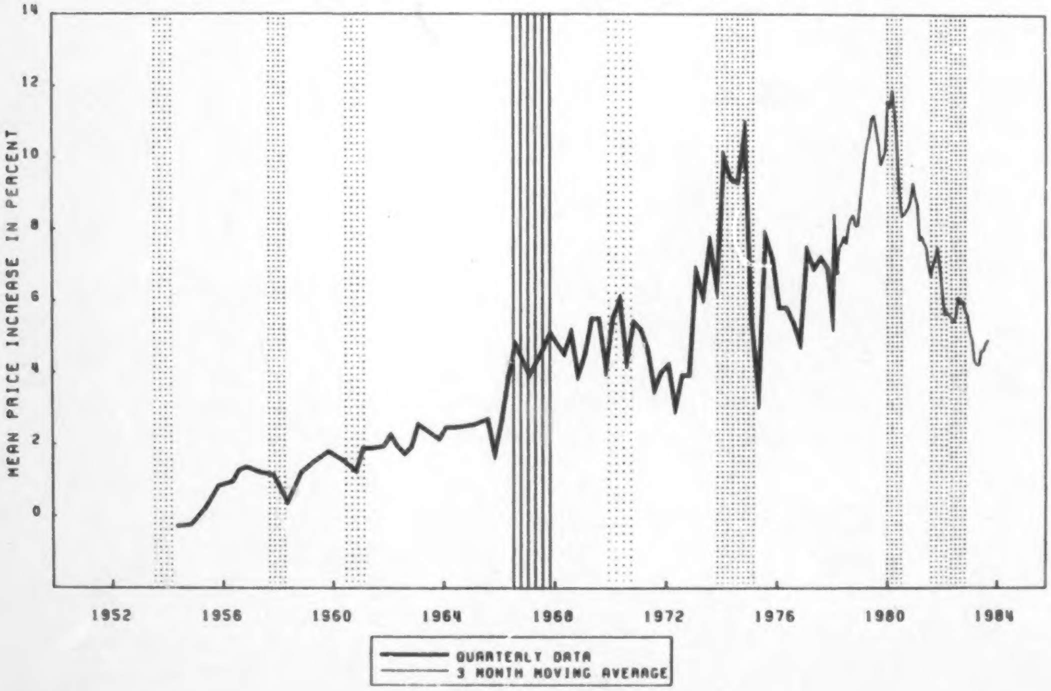


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
SAME OR DOWN	31%	31%	32%	33%	35%	36%	44%	30%	32%	33%	29%	23%	28%
WILL GO UP BY:													
1-2%	7	5	5	6	10	8	9	10	9	8	12	14	13
3-4%	9	8	10	13	11	12	12	13	13	15	15	16	14
5%	14	14	15	15	16	15	14	17	17	16	15	16	16
6-9%	13	11	11	9	7	9	5	10	10	9	9	9	7
10-14%	12	15	12	11	9	8	8	9	10	9	9	9	10
15% or more	7	9	9	8	7	7	4	5	5	6	6	6	7
DK how much up	5	5	3	3	3	3	3	4	3	3	3	5	4
DK,NA	2	2	3	2	2	2	1	2	1	1	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.4	6.2	5.4	5.1	4.8	4.7	3.3	4.6	4.6	4.7	4.6	5.0	5.0
VARIANCE	59	82	55	56	67	60	33	45	49	54	44	47	51
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

CHART 24 - RECENT CHANGES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

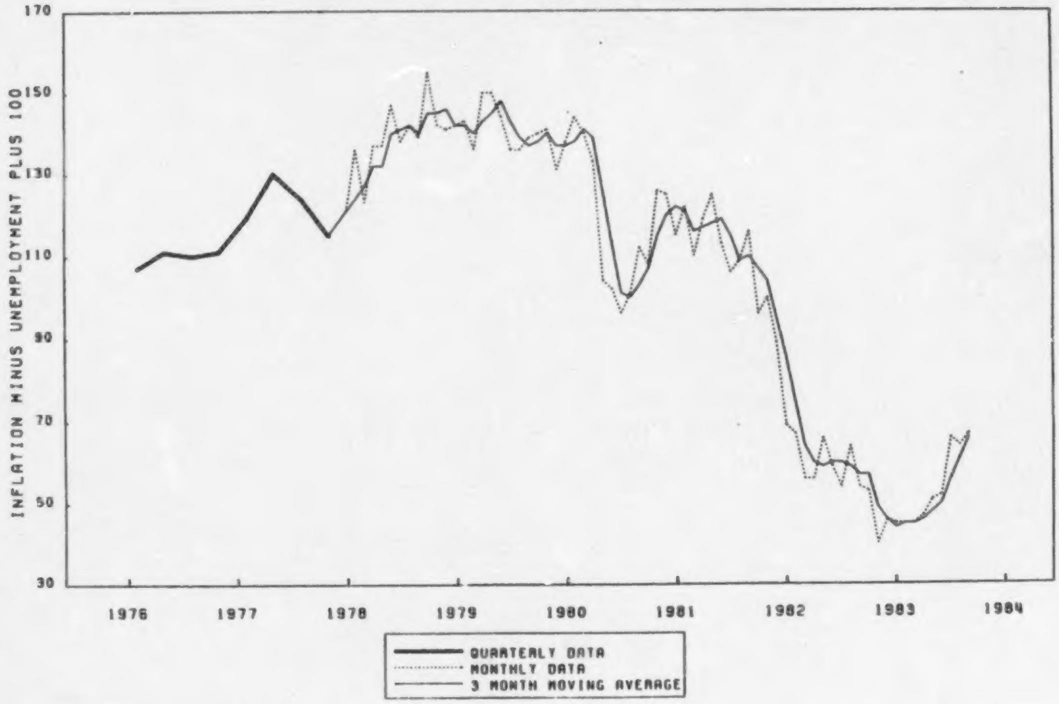


CHART 24 - HISTORICAL SERIES
UNEMPLOYMENT OR INFLATION MORE SERIOUS

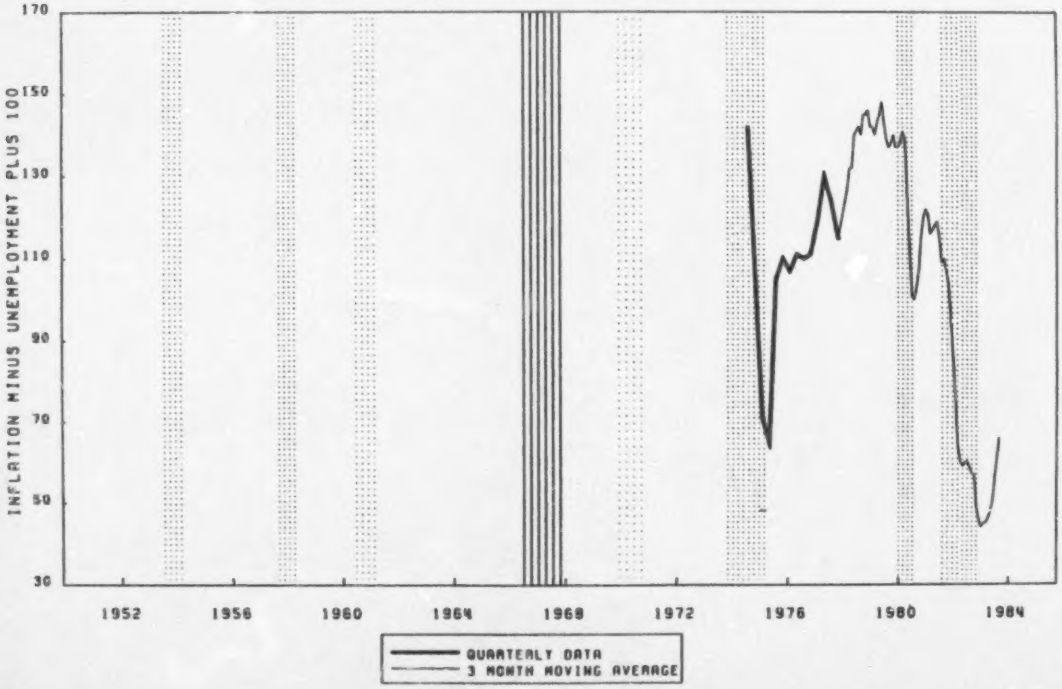


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
UNEMPLOYMENT	68%	67%	76%	72%	74%	73%	73%	73%	71%	70%	63%	65%	62%
BOTH EQUALLY SERIOUS	9	11	7	9	5	8	8	6	6	7	6	5	8
INFLATION	22	20	16	18	19	18	18	20	22	22	29	29	29
DK,NA	1	2	1	1	2	1	1	1	1	1	2	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

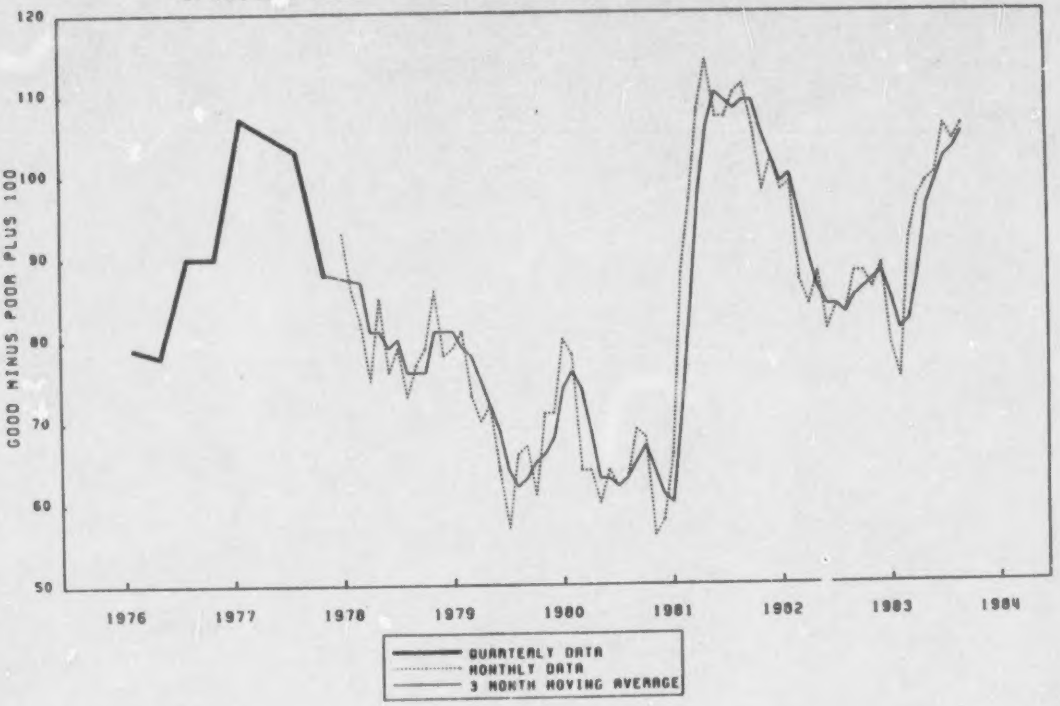


CHART 25 - RECENT CHANGES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

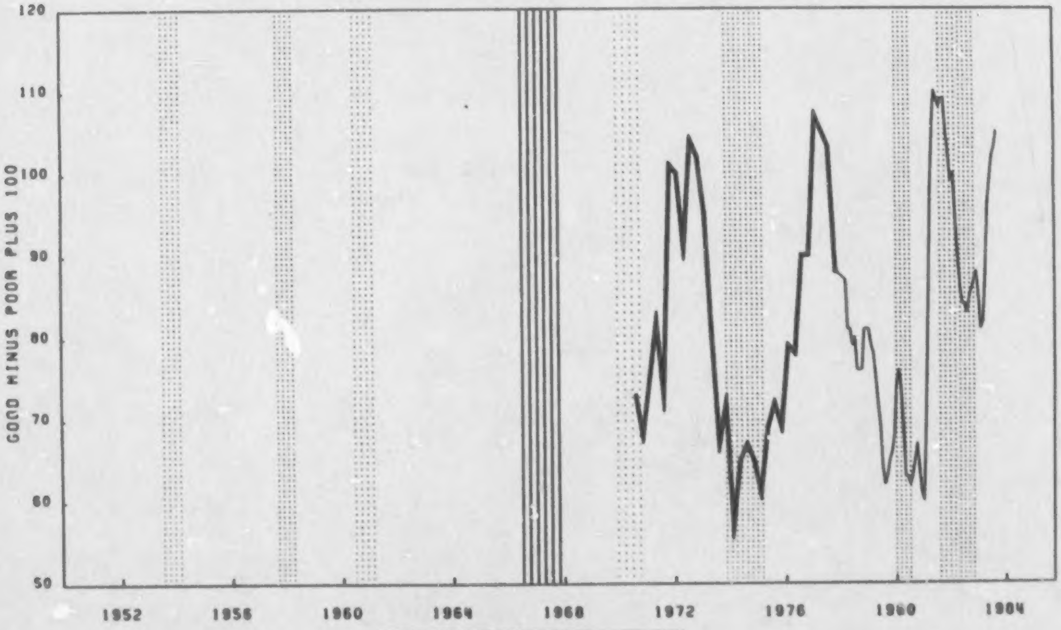


CHART 25 - HISTORICAL SERIES
OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
A GOOD JOB	19%	21%	19%	19%	16%	16%	21%	21%	20%	23%	27%	27%	27%
ONLY FAIR	46	41	45	47	45	40	48	53	57	52	51	48	50
A POOR JOB	31	33	33	30	37	41	29	24	21	23	21	23	21
DK,NA	4	5	3	4	2	3	2	2	2	2	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

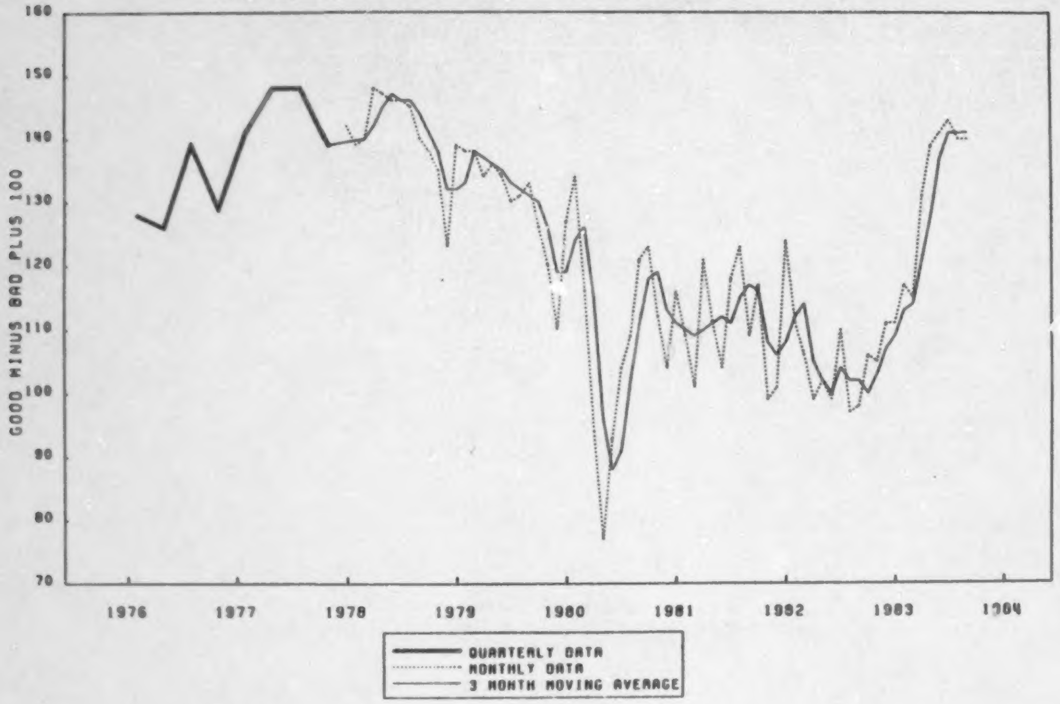


CHART 26 - HISTORICAL SERIES
BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

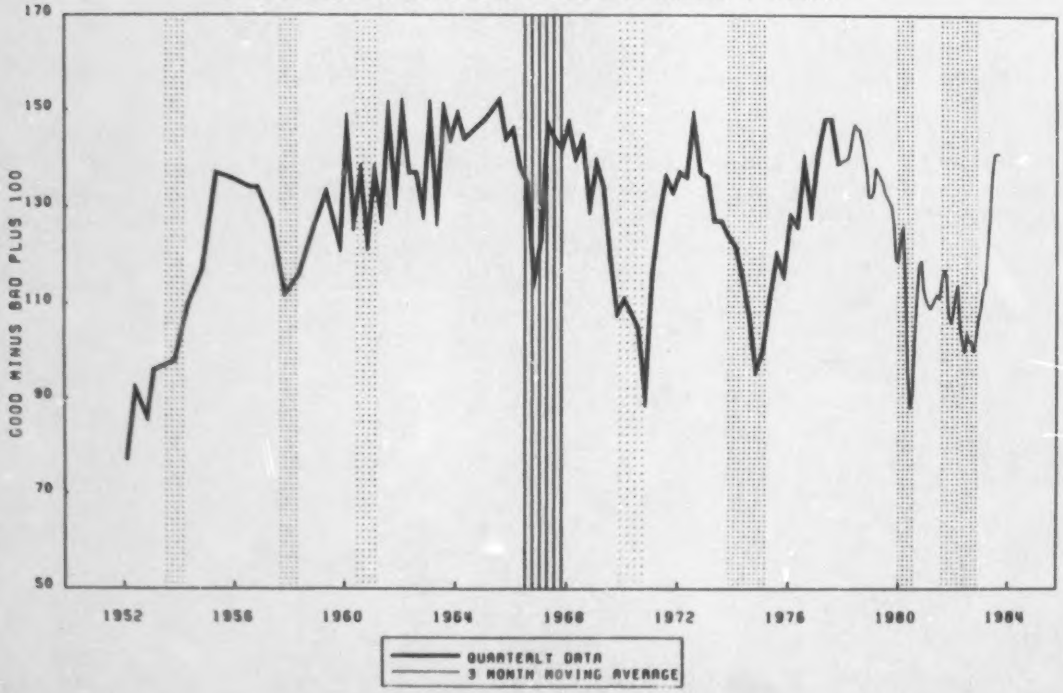


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY	42%	46%	47%	50%	51%	54%	53%	61%	67%	66%	67%	64%	66%
UNCERTAIN, DEPENDS	14	14	11	11	9	9	9	9	5	9	9	12	8
BAD TIME TO BUY	44	40	42	39	40	37	38	30	28	25	24	24	26
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

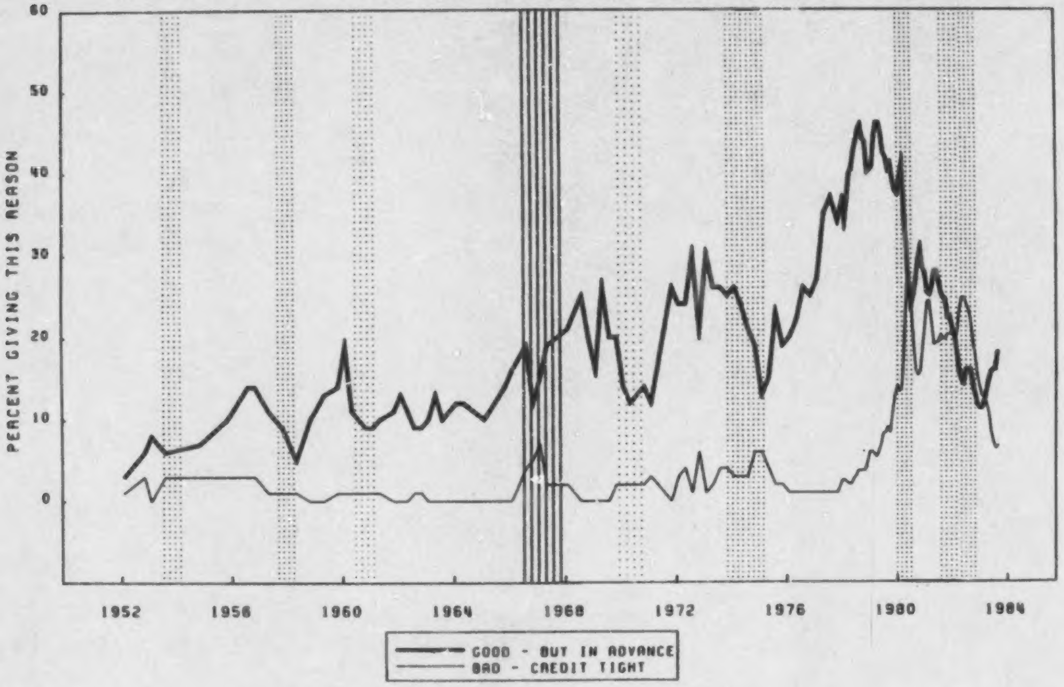


CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

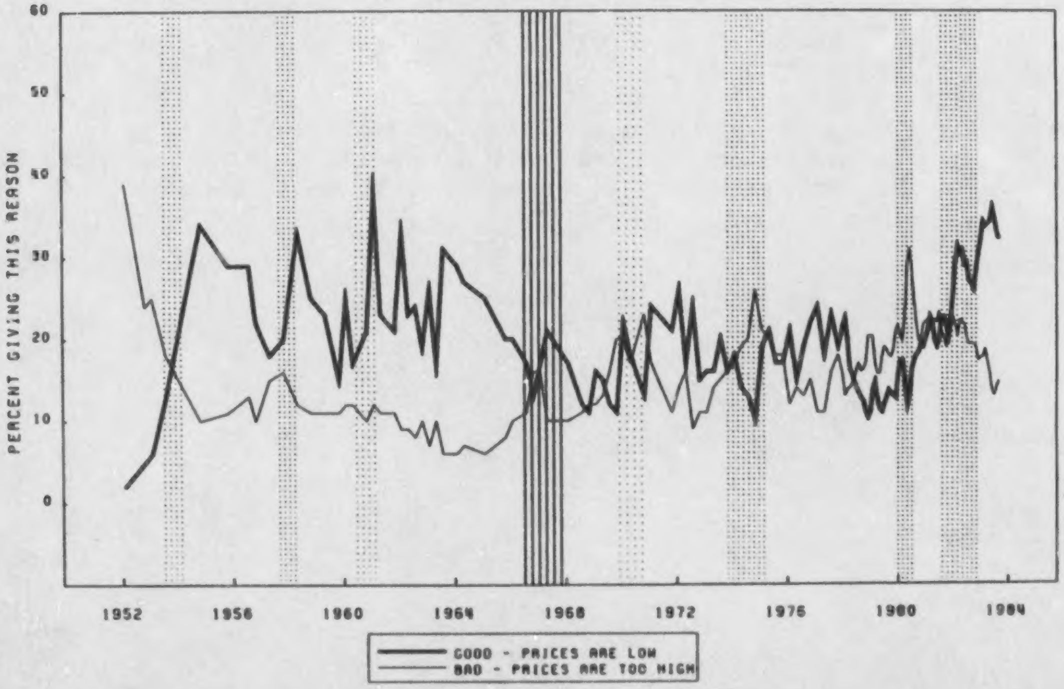


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	26%	28%	31%	32%	33%	38%	30%	36%	37%	35%	32%	33%	32%
Prices won't come down; are going higher	14	14	11	10	13	11	12	15	17	15	16	17	21
Interest rates low; credit is easy	4	5	5	8	7	8	12	14	13	16	13	12	12
BAD TIME TO BUY:													
Prices are high	21	18	18	16	19	18	19	16	12	13	14	15	15
Interest rates are high; credit is tight	20	16	17	13	12	13	13	11	8	6	7	6	7
Lack of purchasing power	21	21	24	21	22	16	18	15	16	12	9	11	11

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

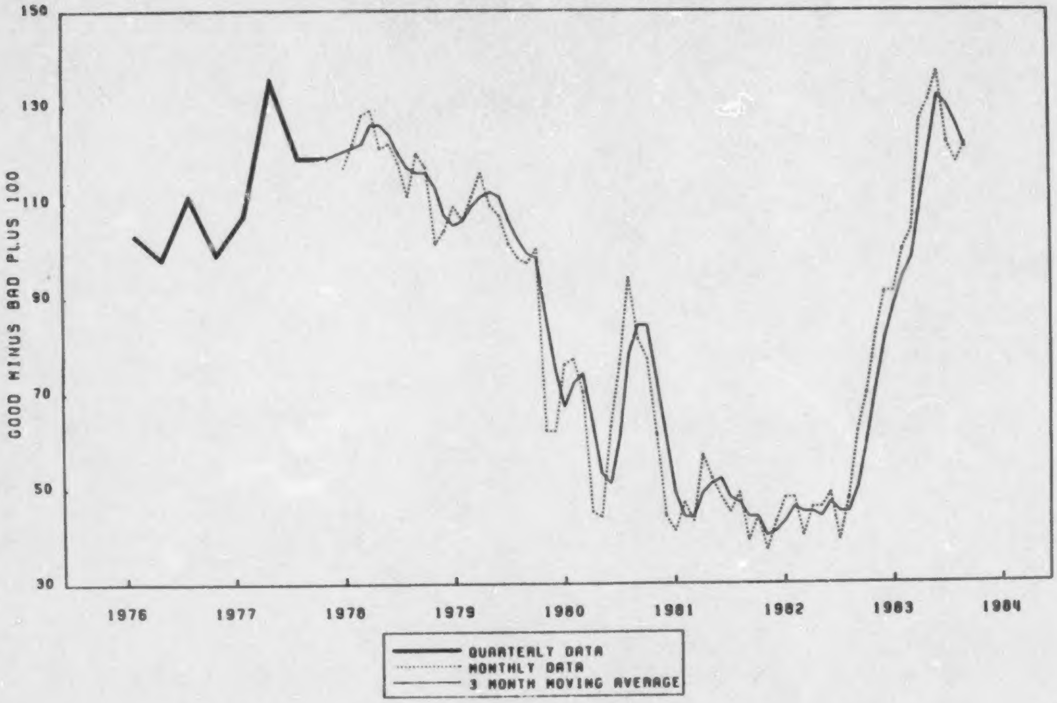


CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

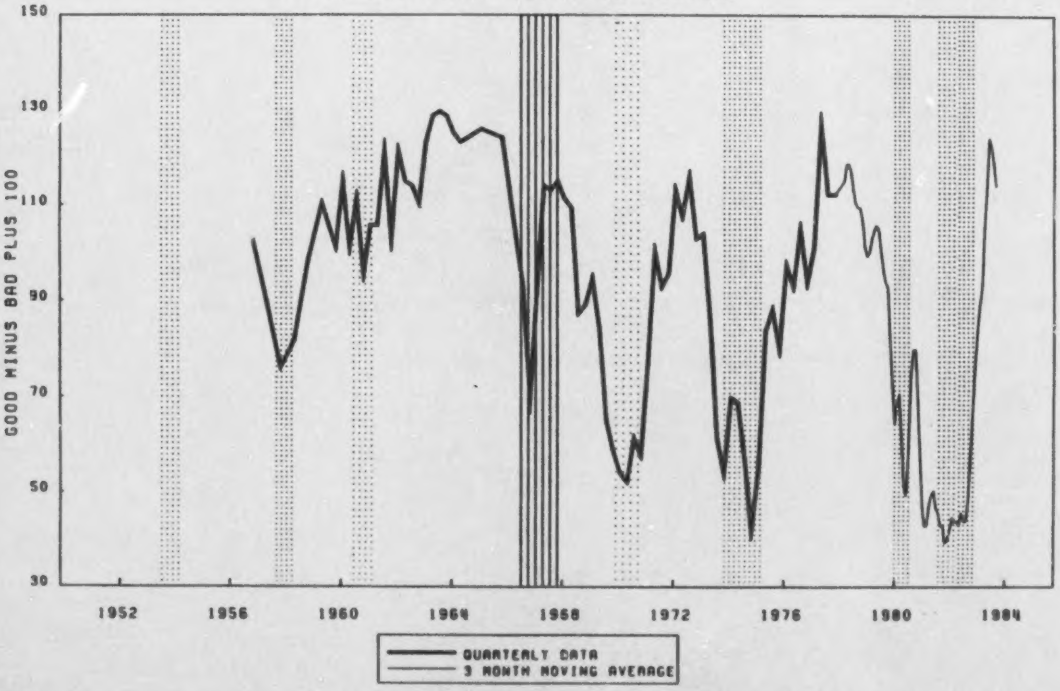


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

TABLE 28

BUYING CONDITIONS FOR HOUSES

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY	28%	32%	38%	44%	44%	49%	51%	61%	64%	66%	59%	57%	59%
UNCERTAIN, DEPENDS	6	6	6	3	3	2	2	5	3	5	4	4	4
BAD TIME TO BUY	66	62	56	53	53	49	47	34	33	29	37	39	37
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

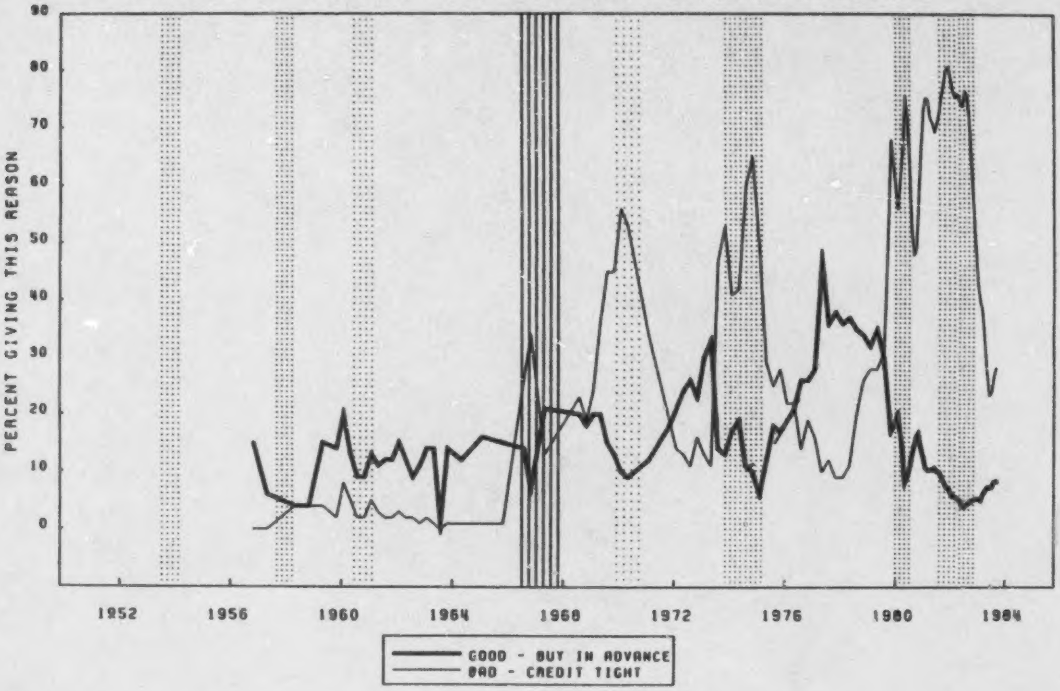


CHART 29B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

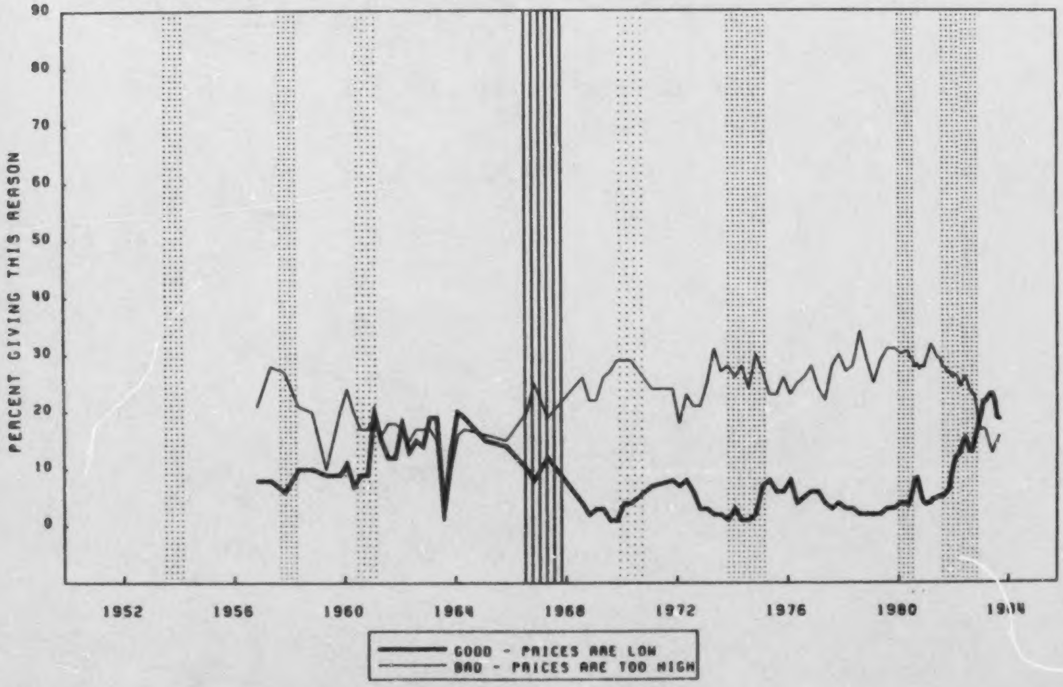


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	15%	17%	17%	20%	21%	24%	20%	24%	25%	20%	20%	17%	19%
Prices won't come down; are going higher	5	5	6	5	5	5	8	7	7	8	7	10	8
Interest rates low; credit is easy	20	23	30	35	37	40	44	54	57	61	49	44	47
Good investment	3	2	4	6	4	4	3	5	4	7	5	8	6
BAD TIME TO BUY:													
Prices are high	25	21	16	17	17	17	16	13	12	13	17	14	16
Interest rates are high; credit is tight	64	60	49	40	41	39	35	24	23	23	26	31	28
Lack of purchasing power	21	23	23	23	24	20	21	14	16	11	12	14	14

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

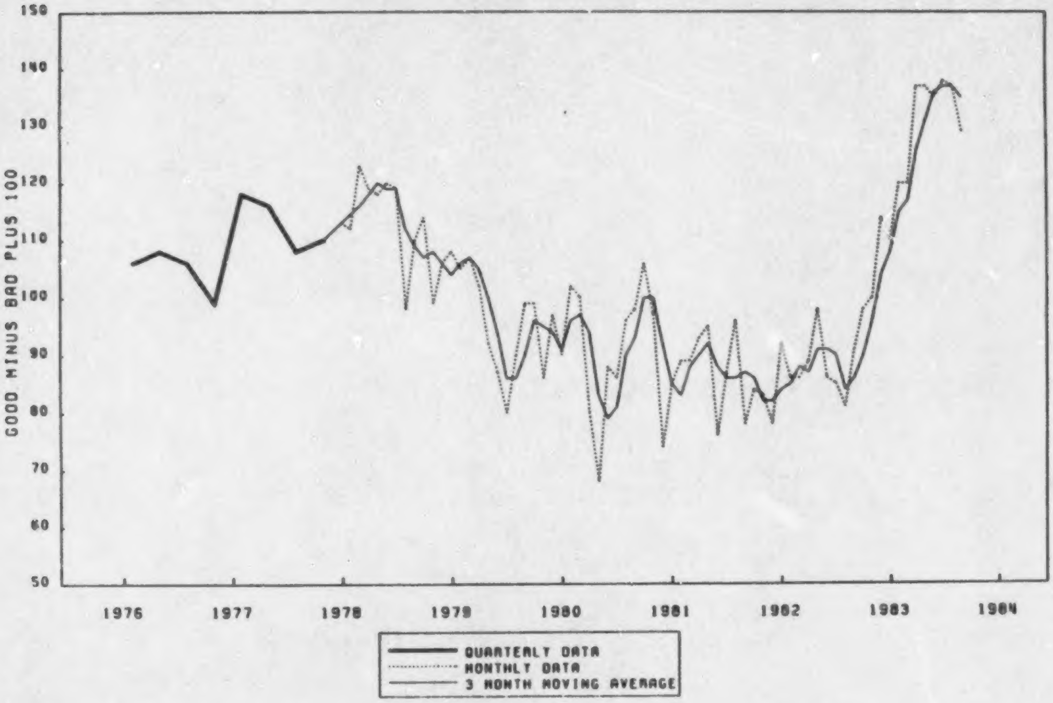


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

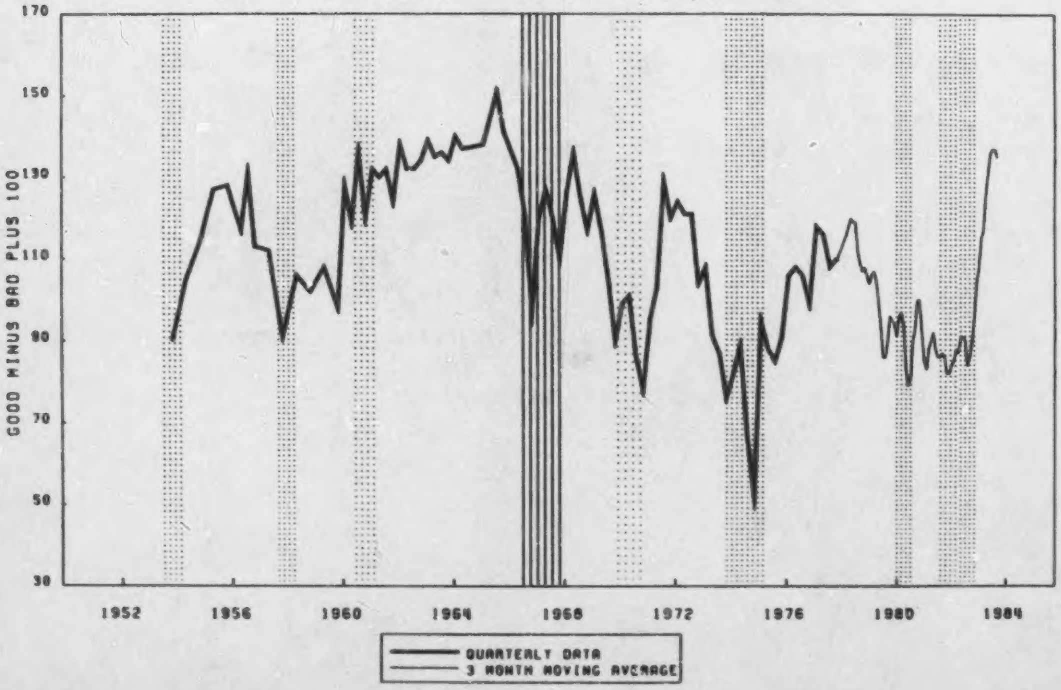


TABLE 30

BUYING CONDITIONS FOR CARS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY	40%	44%	46%	53%	51%	57%	56%	66%	66%	63%	65%	65%	61%
UNCERTAIN; DEPENDS	11	10	8	8	8	6	8	5	5	9	8	7	7
BAD TIME TO BUY	49	46	46	39	41	37	36	29	29	28	27	28	32
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

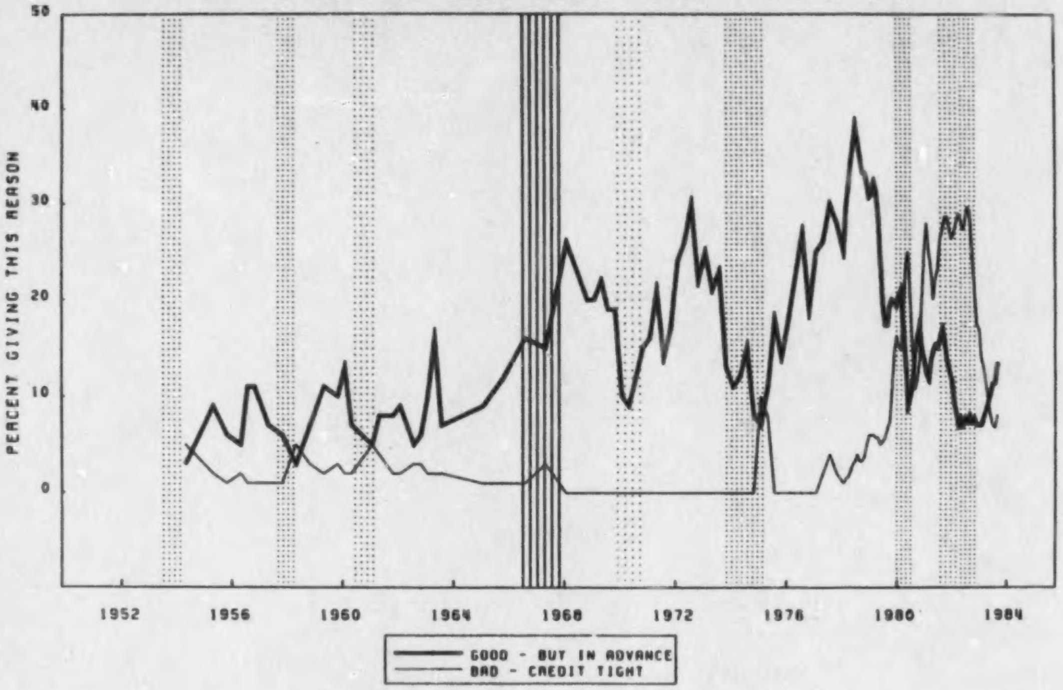


CHART 31B - HISTORICAL SERIES
REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

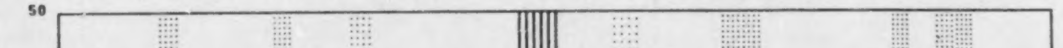


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
GOOD TIME TO BUY:													
Prices are low; good buys available	26%	29%	28%	35%	25%	24%	24%	28%	26%	23%	25%	25%	28%
Prices won't come down; are going higher	8	7	8	6	7	8	8	8	12	11	11	12	17
Interest rates low; credit is easy	10	11	20	27	29	35	34	40	40	40	37	33	28
New fuel efficient models	1	1	1	1	2	1	2	2	*	1	2	1	2
BAD TIME TO BUY:													
Prices are high	31	26	25	23	24	26	23	19	19	20	18	16	20
Interest rates are high; credit is tight	25	19	19	14	18	10	11	11	7	6	8	6	10
Lack of purchasing power	14	14	15	13	12	12	10	7	7	7	7	9	6
Price of gas; shortages	1	*	1	1	1	*	*	*	1	1	*	1	*
Poor selection; quality	7	7	7	7	6	5	5	5	5	6	5	4	4

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

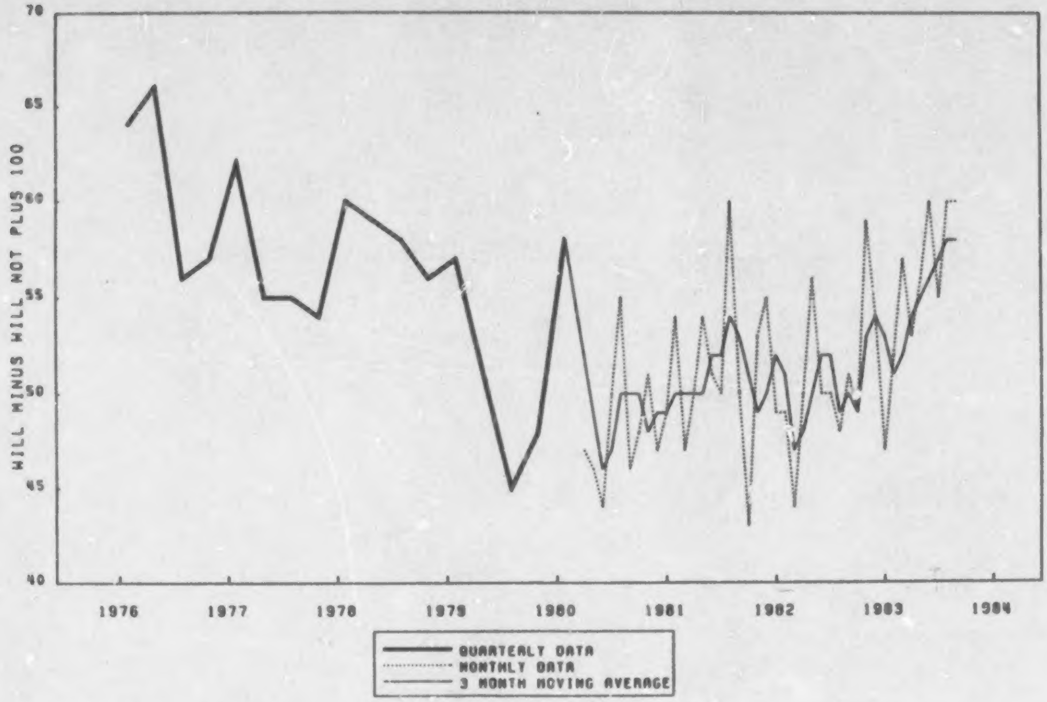


CHART 32 - HISTORICAL SERIES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

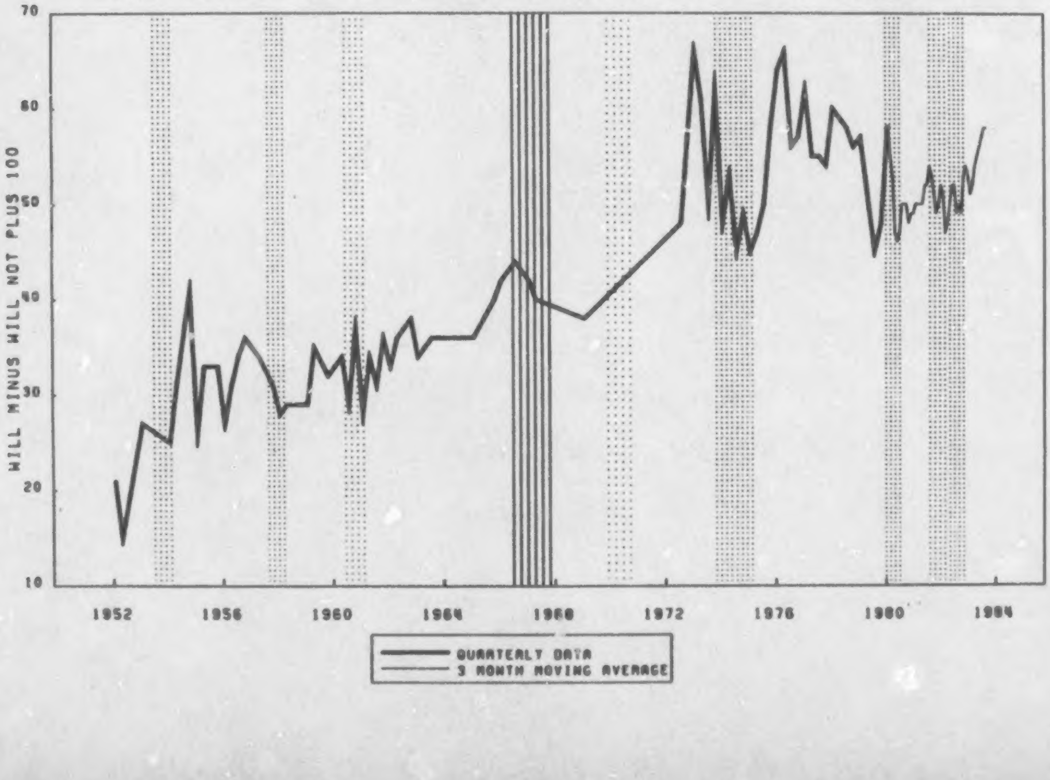


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
PROBABLY WILL BUY	18%	16%	21%	20%	15%	17%	20%	17%	17%	22%	18%	21%	21%
CHANCES ARE EVEN	5	7	8	8	7	8	7	9	9	7	6	7	9
PROBABLY WILL NOT BUY	67	67	62	66	68	65	63	64	61	62	63	61	61
DK,NA	10	10	9	6	10	10	10	10	13	9	13	11	9
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	695	687	682	682	682	709	696	707	700	714	680	673	704

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	23%	23%	29%	28%	22%	25%	27%	26%	26%	29%	24%	28%	30%
PURCHASE TYPE:													
Buy new	10	11	11	15	10	12	13	14	12	13	11	15	13
Buy used	12	11	15	10	10	11	12	11	11	13	11	11	14
Lease	*	1	2	2	1	1	1	*	2	2	1	1	1
DK,NA	1	*	1	1	1	1	1	1	1	1	1	1	2
PURCHASE TIMING:													
Next 3 months	2	4	4	2	3	3	1	6	2	1	4	5	2
Next 4-6 months	5	5	6	6	6	6	7	6	7	10	6	4	7
Next 7-9 months	4	5	8	6	4	7	9	7	8	8	3	5	5
10 months or more	7	5	7	7	4	5	6	2	4	4	6	7	9
DK,NA	5	4	4	7	5	4	4	5	5	6	5	7	7

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Sept 1982	Oct. 1982	Nov. 1982	Dec. 1982	Jan. 1983	Feb. 1983	Mar. 1983	Apr. 1983	May 1983	June 1983	July 1983	Aug. 1983	Sept 1983
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	67%	67%	62%	66%	68%	65%	63%	64%	61%	62%	63%	61%	61%
PURCHASE TYPE:													
Would buy new	37	39	34	40	36	34	31	38	36	37	37	33	33
Would buy used	29	27	26	24	30	29	31	25	24	24	24	27	27
DK,NA	1	1	2	2	2	2	1	1	1	1	2	1	1
PURCHASE TIMING:													
Less than 2 years	5	5	7	7	8	8	6	8	7	6	8	6	8
2 years	23	23	22	22	23	19	20	22	24	20	23	21	22
3 years	11	11	8	10	10	10	11	12	10	10	9	9	10
4 years or more	20	19	18	17	21	20	21	16	18	21	18	18	15
Indefinite	3	3	2	4	2	2	1	2	1	1	2	2	2
DK,NA	5	6	5	6	4	6	4	4	1	4	3	5	4

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

EXPLANATORY CHARTS

CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

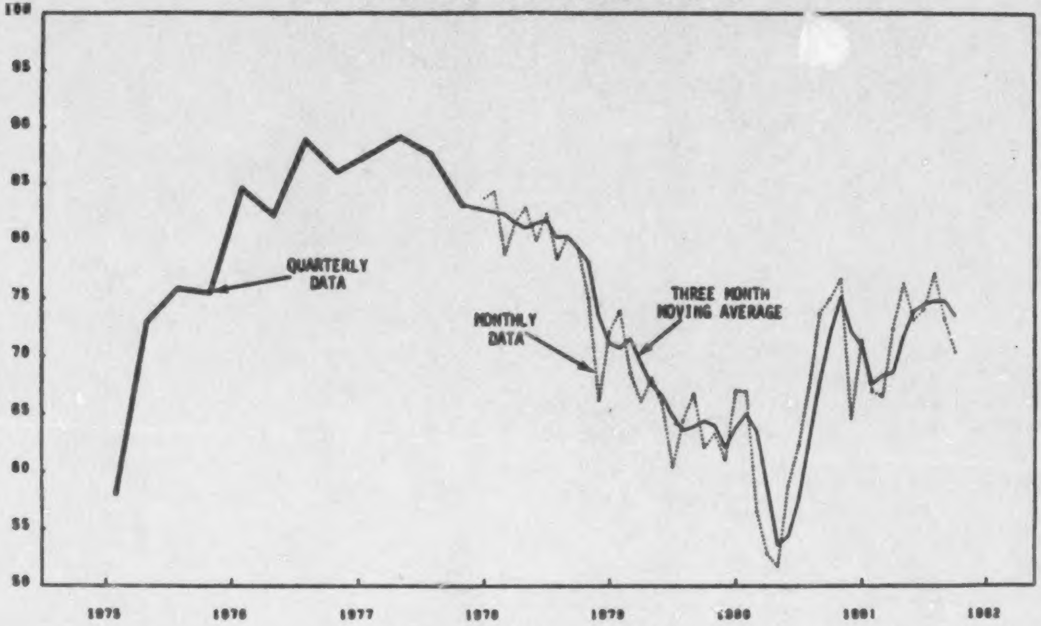
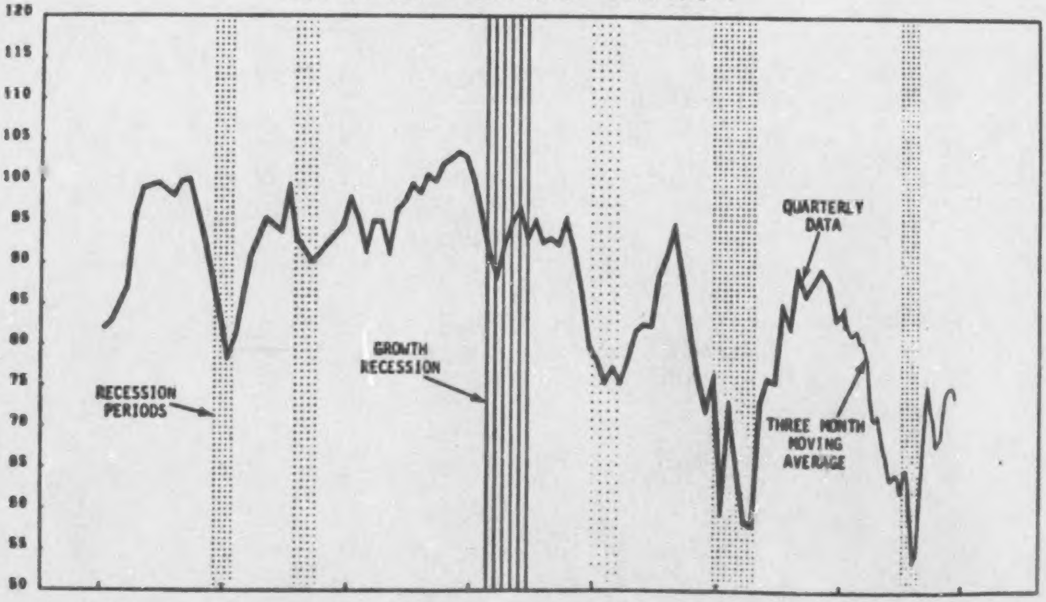


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:	November 1948	-	October 1949
	July 1953	-	May 1954
	August 1957	-	April 1958
	April 1960	-	February 1961
	June 1966	-	November 1967*
	December 1969	-	November 1970
	November 1973	-	March 1975
	January 1980	-	July 1980
	July 1981	-	November 1982

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

---

[a] The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b] Average size of monthly surveys.

[c] Average size of two monthly surveys.

[d] Average size of three monthly surveys (one quarter).